Agenda

- What is VCIC?
- Reasons to Participate
- Competition Overview
- Application Process
- Key Dates
- Q&A

*Don’t forget to sign in – sign in sheet being passed around!*
Global VCIC

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GLOBAL REGIONAL EVENTS

EAST North March 5
Cambridge (UK)
Cass (UK)
 Cranfield (UK)
IESE (SP)
Imperial (UK)
Manchester (UK)
Rotterdam (NED)
at CBS (Copenhagen)

EAST South March 11
Copenhagen (DK)
ESADE (SP)
HEC Paris (FR)
LBS (UK)
Oxford (UK)
SDA Bocconi (IT)
at IESE (Barcelona)

EAST India March 5
FMS - Delhi
IIM - Ahmedabad
IIM - Bangalore
IIM - Calcutta
IIM - Lucknow
SJM - Mumbai
SP Jain - Mumbai
at ISB (Mohali)

EAST Southeast March 18
CU (TH)
NTU (SG)
NUS (SG)
Sasin (TH)
TU (TH)
at NTU (Singapore)

EAST East March 22
CEIBS
CUHK
HKUST
Peking University
SAIF
at CEIBS (Shanghai)

GLOBAL FINALS April 7-9 Chapel Hill, NC

Global VCIC Overview

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Q&A
Berkeley (6 teams compete)

Winning team participates in the regional finals (San Francisco)

International finals (North Carolina)
Why Should I Compete?

VCIC is a **unique** opportunity to:

- Act as an Investor/VC
- Evaluate business materials and company pitches
- Collaborate with real entrepreneurs and VCs
- Value a company and negotiate an investment
- Compete against other grad students in a global competition!
6 Teams Selected from UC Berkeley

Selected teams participate in two **evening-long** workshops
- Learn about Valuation, Negotiation, Term Sheet Construction

Teams compete in a **day-long** investment competition with entrepreneurs and VCs

Teams are evaluated by Silicon Valley VCs

*No experience necessary!!!
Breakfast & Intros
Entrepreneurs pitch
Teams perform due diligence (ask entrepreneurs questions)
VCs observe team interactions with entrepreneurs
Competition Day (Afternoon)

- Each of the 6 teams select entrepreneur to fund & creates term sheet
- Each Team pitches selection to VC judges
- 2 Teams negotiate with entrepreneur(s)
- VCs select a winning team
Building Your Team

VCIC Mixer Nov 4th - from 4pm – 5:30 pm
Location: Wells Fargo Room
Google doc for team formation is live already here: goo.gl/mWsauf
Register Here

IMPORTANT TIP!
Successful teams should include members from diverse industry & experiential backgrounds (aka not all MBAs!!)
The Application

• Application posted on VCIC website on Nov 2\textsuperscript{nd}, 2015
• Written applications due \textbf{Thu, Nov 12th before 11:59PM}
• Consists of:
  - Information on each team member
  - 350 word essay on why team is a good fit for VCIC
  - Short investment case (select one of two businesses to invest in)
  *See application for further details
• Only one application per team, available online
  - Submit to vcic@haas.berkeley.edu

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Q&A
Interviews & Selecting the SUPER 6!

- Interviews for selected teams held throughout the week of Nov 16th, 2015
  - 30 min full team, in-person interviews
- Final 6 teams selected - notified via email by Nov 20\textsuperscript{th}.
The Fine Print

- Exactly **5 members** per team, all UC Berkeley graduate students
- **All team members** must attend the Interview, Workshop, & Competition
- **No members** may be currently employed by a VC firm
- **1 applicant** must be a member of the Berkeley Entrepreneurs Association (BEA), and if selected, all team members must join BEA
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| Application Business Materials Available for Review | Nov 2            | • Available at the Lester Center (Haas Faculty Building, Suite 450) weekdays 9AM to 5PM  
|                                           |                  | • EW MBA Office (Haas S440) weekdays Mon-Thurs 5PM to 8PM  
|                                           |                  | • Teams must sign an NDA, hardcopies or eSign                        |
| Team Formation Mixer                      | Wed, Nov 4       | Wells Fargo Room 4:00 – 5:30 PM                                       |
| Application Deadline                      | Thu, Nov 12, 11:59PM | Submit applications to vcic@haas.berkeley.edu                        |
| Interviews for Select Teams               | Nov 17 - Nov 19  | Time TBD                                                             |
| Final Decisions Communicated              | Friday, Nov 20   | Via Email                                                            |
| Team Workshop 1                           | Wed, Nov 25      | Time TBD                                                             |
| Team Workshop 2                           | Fri, Jan 22, 2016| Time TBD                                                             |
| Team Competition                          | Fri, Jan 29, 2016| Time TBD                                                             |
Email: vcic@haas.berkeley.edu
Talk to Belinda, Peter, Dilip, or Ijeh!
LETS BRING IT BACK HOME!!!