

MIT \$50K Global Startup Workshop

Community, Connection & Collaboration

Panel 4: Helping Teams Raise Their Own Money

Moderator: Jasdeep Singh; CEO *SparkPLUG*

Panelists:

Rebeca Hwang; *Lead Organizer, BASES Social e-Challenge*

Eduardo Garrido; *Banco Rio, Argentina*

Lawrence Walmsley; *Co-Lead Organizer, MIT \$50K*

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GLOBAL STARTUP
WORKSHOP

Jasdeep Singh

**CEO, Cambridge
sparkPLUG International**



Helping Teams Raise Their Own Money

- **Parameter of Success of Business Plan Competition**
- **Effect of the Credibility of the BPC**
- **Sources of Funding: VCs, Angels, Prize money, FFF**
- **Resources Available from the BPC: Post & Pre-winning**
- **Involvement of the Investors**
- **Relationship between the Investors and the Sponsors**
- **Success of raising money in specific sectors**
- **Other unique methods employed**

Rebeca Hwang

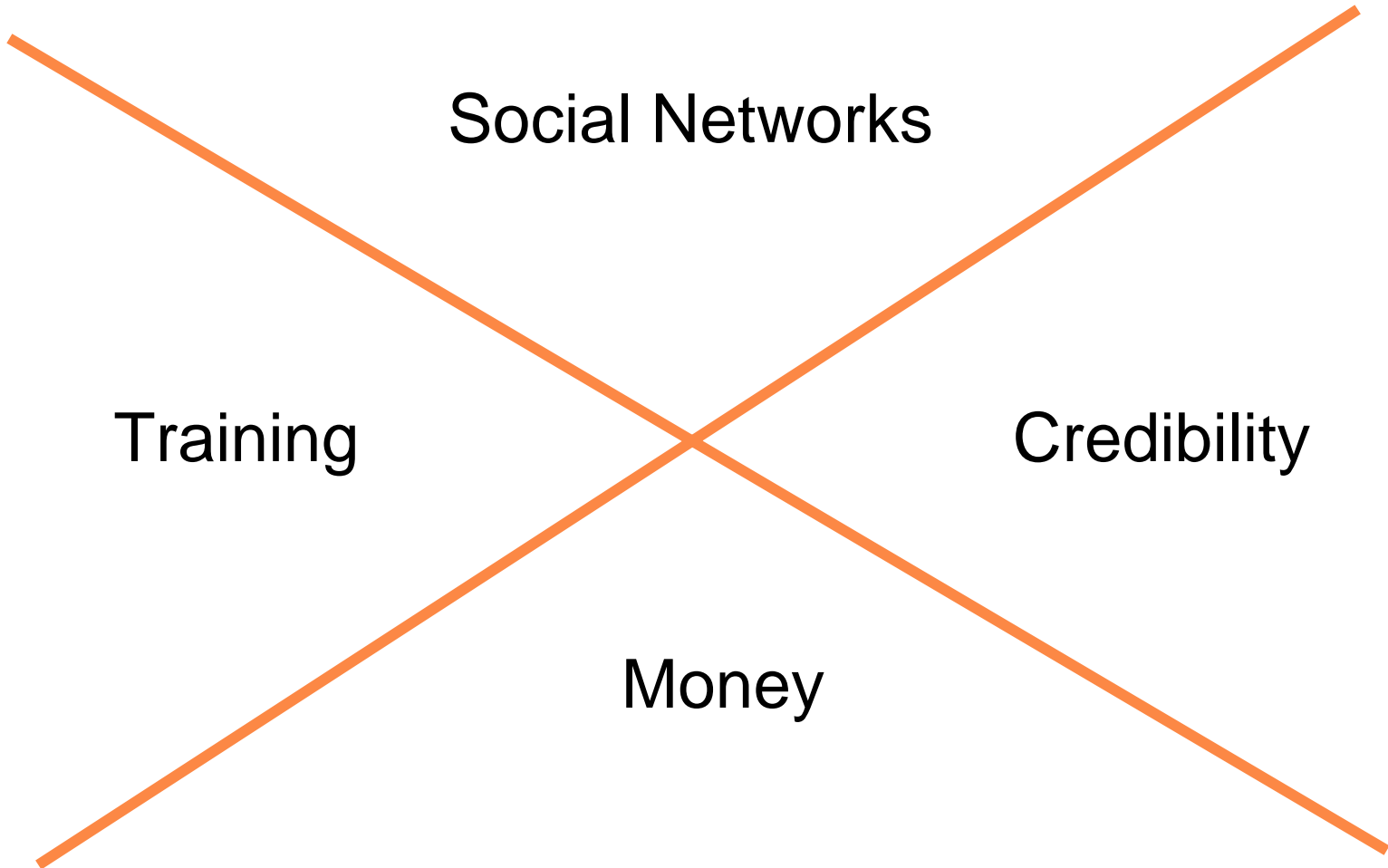
**Lead Organizer,
BASES Social E-Challenge**

Social e-challenge



Rebeca Hwang
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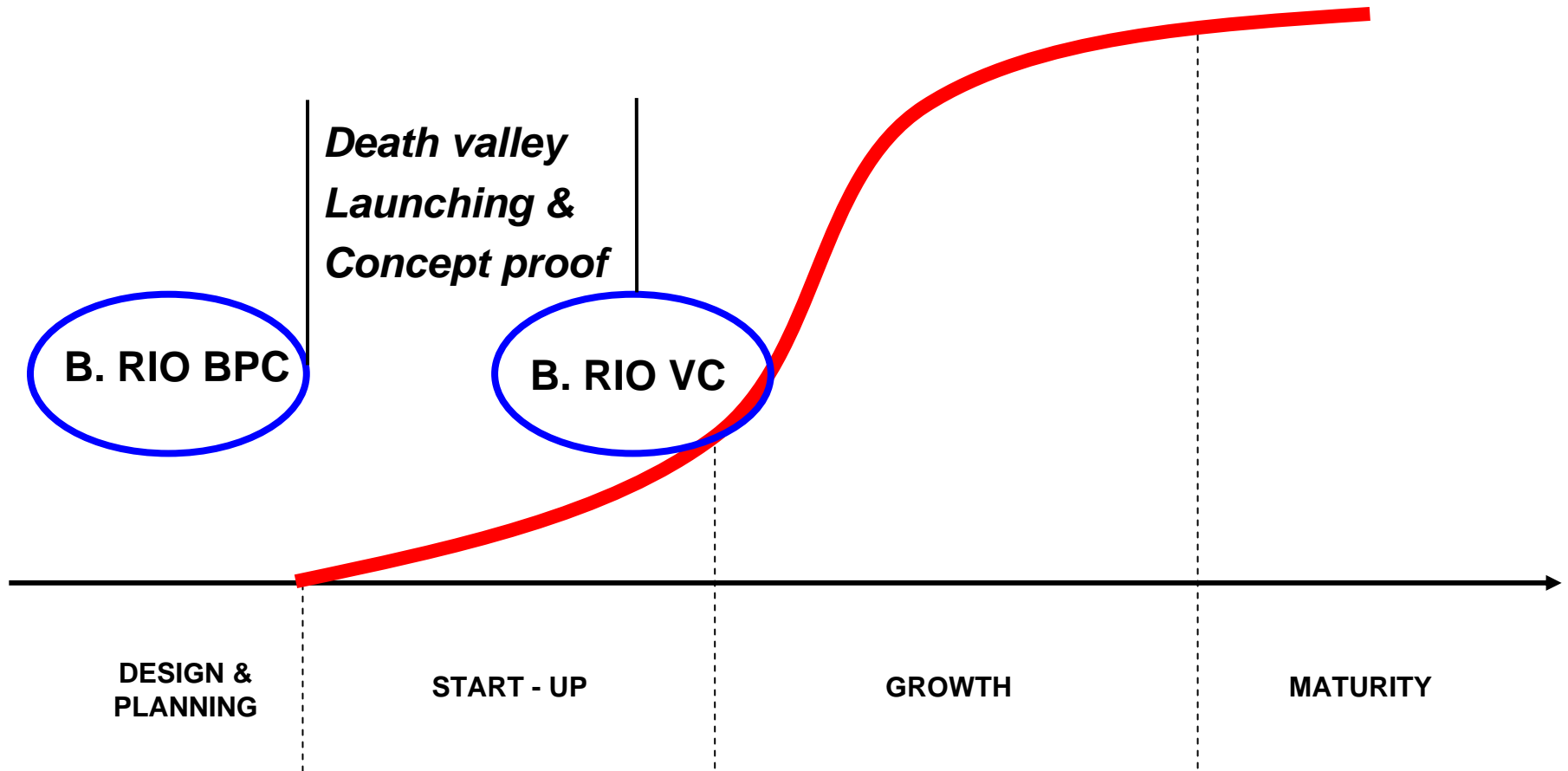
How to help teams raise money



Eduardo Garrido

Banco Rio

Banco RIO's role



Banco RIO: Deal flow (BPC) & link between entrepreneurs & investors

BR Business Plan Competition (third year)

Goal :

Stimulate entrepreneurship & launch successful innovative companies

Major Concerns :

- a) Increase post-winning successful ratio (early stage VC). Currently 50%
- b) Fill the post-winning and VC gap

Award main features :

- 50/50 award payment (5 winners)
- 6 mths pre-incubation and BP completion in Incubator or EC
- Option to join ITBA Entrepreneurship Training or IAE Naves BPC (free)
- 2nd payment with certification from Incubator or EC
- Automatic participation of non-winners finalists in next BPC
- Introduction to Business Angels Clubs and VC investors

Lawrence A Walmsley

Co-Lead Organizer, MIT\$50K

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