



MARTIN TRUST
CENTER FOR MIT
ENTREPRENEURSHIP

deltav.mit.edu

entrepreneurship.mit.edu

ENTREPRENEURSHIP IS
NOT A SPECTATOR SPORT—
JUMP IN AND BE PART OF IT!



Demo Day 2021

CELEBRATING THE CRAFT
OF ENTREPRENEURSHIP

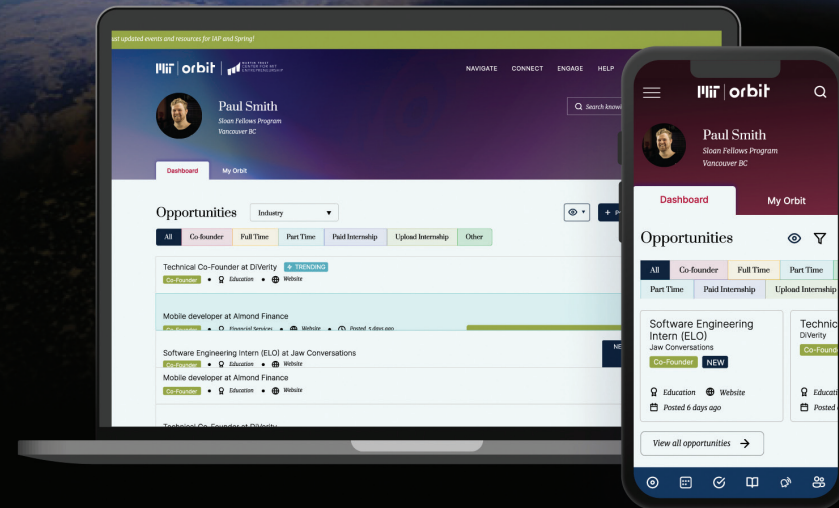
MARTIN TRUST
CENTER FOR MIT
ENTREPRENEURSHIP




MIT delta v



orbit



Entrepreneurs: Put it in Orbit!

The one-stop shop for
MIT entrepreneurs



orbit.mit.edu



2021 DELTA V COHORT BY THE NUMBERS

20
TEAMS

56
STUDENTS

59%
MALE

41%
FEMALE

2.8
AVERAGE
TEAM
SIZE

INDUSTRIES REPRESENTED



AGRICULTURE



ARCHITECTURE



AUTOMOTIVE



BIOTECH



DIGITAL
CONTENT



FAMILY
CARE



FASHION



FINTECH



FITNESS



FOOD AND
RESTAURANTS



HEALTH &
BEAUTY



HEALTHCARE



HUMAN
RESOURCES



ONLINE
MARKETPLACES



PROFESSIONAL
DEVELOPMENT



PROSTHETICS



SUPPLY
CHAIN

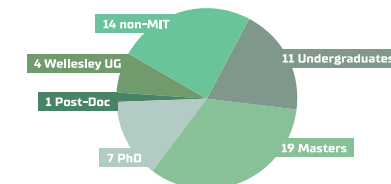
BOARD MEMBERS

148
TOTAL
BOARD
MEMBERS

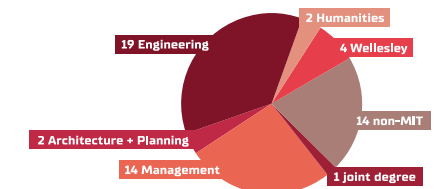
42%
FEMALE

58%
MALE

DEGREES



SCHOOLS



WELCOME

Welcome students, alumni, and community members to **MIT delta v Demo Day 2021!** This year's accelerator faced the challenges of coming out of a two-year-long pandemic, but our antifragile entrepreneurs have tackled every one head on. Today, they get to share the results of all their hard work.

We're thrilled to be back in Kresge Auditorium for *our favorite day of the year—delta v Demo Day!* What these students and teams present is the culmination of a journey to become an MIT-quality innovation-driven entrepreneur. We couldn't be prouder to show them off on the big stage—and inspire the audience. Some of you watching will be up here next year.

The students took many different paths to get here today and were encouraged to tap into as much of MIT's rich resources as they could. The one unifying factor is each team aspired to achieve “escape velocity” and make their entrepreneurial dream a reality. This is their day. They deserve all the applause, love, and help we can throw their way.

Students will also take different paths moving forward. Some will launch their ventures, some will join other startups, some will join big organizations or the government or pursue research and academia. What they will share is knowing their true potential. While we celebrate startups, delta v is about more than that. It is about people growing into innovation-driven entrepreneurs for the rest of their lives. This is an educational program where “people growth » new venture growth.”

Academic environments have a yearly cadence; teams presenting today were inspired by students from the 2020 Demo Day. Inspiration is not enough however. It has taken 12 months of hard work to reach this stage. Every year the bar goes up. This group is easily the most diverse one yet with so much of the MIT community represented, including the highest percentage of School of Engineering students in the program's history.

MIT delta v is an educational accelerator, not an investment accelerator. Our goal is 100% instruction and we are focused on teaching students “how to fish” (i.e., the craft

of entrepreneurship) rather than “catching a fish” (i.e., creating a company above the learning experience). Not all teams may make it to Demo Day if we feel it would not be a good experience for them.

We are incredibly proud of our delta v alumni and their willingness to give back. Many sat on advisory boards and acted as mentors this summer in addition to being pitch “coaches” and speakers, sharing the challenges they've faced, and thankful of lessons learned during their time in delta v.

If you are a student, we hope you take advantage of the vast resources at the Martin Trust Center and throughout the MIT entrepreneurial ecosystem. Visit entrepreneurship.mit.edu to learn more and sign up for MIT Orbit (orbit.mit.edu) to stay up to date and get customized guidance. For our guests from the community, we hope you find these entrepreneurs attractive enough to gain your support; they could use your help.

We want to acknowledge the tremendous support from the MIT and greater entrepreneurship communities, who took time from their busy schedules to work with our teams. Most are listed in the back of this program. We also must thank our donors who help make the overall program and Demo Day possible. It takes real money to run delta v, and please know that, listed or not, we are extraordinarily grateful for your support.

Finally, thanks to the fantastic staff of the Trust Center: Renee Benjamin, Alicia Carelli, Magali Paoli, Brian Turnbull, and Greg Wymer; delta v program managers Joyce Chen and Sam Mansberg; our core EIRs of Paul Cheek, Kit Hickey and Kosta Ligris; and swing EIRs of Gabrielle Haddad, Sandy Kreis Lacey, Brint Markle, Dip Patel, and Kathleen Stetson.

Enjoy the program and get involved in building the future while at MIT. Entrepreneurship is not a spectator sport—jump in and be part of it!

— Bill Aulet & Carly Chase

SPACE:
dedicated
(virtual and
in-person)
space to
create a
powerful
community

STIPEND:
monthly
fellowships
for students
and milestone
payments
for teams at
designated
targets

STRUCTURE:
to force team
progress, led
by unbiased
EIRs and
advisors

STATUS:
that comes
from a full
endorsement
by MIT for
access to
additional
resources
after delta v



DEAN'S LETTER

In 1861, MIT founder William Barton Rogers laid out a vision for a new type of institution of higher learning “conducive to the progress of invention and the development of intelligent industry.” Over time, MIT’s mission has been refined to “advance knowledge and educate students in science, technology, and other areas of scholarship that will best serve the nation and the world in the 21st century.” In 2018, MIT President Rafael Reif wrote in *The New York Times* about entrepreneurship being the “most powerful scientific and technological engine on Earth.”

The ability for MIT to fulfill this vision comes from the combination of invention and commercialization, which ties directly to entrepreneurship. This is in our DNA and in our future. Toward this end, MIT created delta v: integrating and expanding our expertise in scientific discovery, engineering implementation, and management.

While delta v warmly welcomes students across all schools, as leaders of the MIT Sloan School of Management and MIT School of Engineering, we are proud to take the lead in co-sponsoring delta v and hope you enjoy the 2021 delta v Demo Day showcase.

For students, we hope you’re inspired to integrate entrepreneurship into your education.

For the broader community, we ask you to further support these students and MIT at large. This is not an individual sport. As a team enterprise, it requires disparate individuals with distinctive skills and capabilities. People just like you.

Enjoy Demo Day and use it as a springboard to engage more deeply. This great institution needs your energy and expertise to fulfill its mission: help us better serve the nation and world in the 21st century.

Best,

David Schmittlein, *Dean, MIT Sloan School of Management*

Anantha Chandrakasan, *Dean, MIT School of Engineering*



BENEFITS OF delta v

MIT delta v is an initiative across all of MIT’s schools and colleges: the School of Engineering; the School of Science; the School of Humanities, Arts, and Social Sciences; the School of Architecture and Planning; and the MIT Sloan School of Management. The accelerator is overseen by the Martin Trust Center for MIT Entrepreneurship and is the capstone educational opportunity for MIT student entrepreneurs as it prepares them to hit escape velocity and launch into the real world.

SPACE

- Cohort-based lateral learning to create a powerful community
- Work side-by-side with other driven and innovative entrepreneurs
- Exclusive access to Trust Center resources for the entirety of the summer

MONEY

- \$2,000 monthly fellowships for current MIT and Wellesley students
- Teams are eligible to earn up to \$20,000 in equity-free funding based on performance against milestones
- Ability to focus full-time on their ventures

STRUCTURE

- Direct advising from specialists, coaches, mentors, and Entrepreneurs in Residence
- Workshops for specific skills
- Group goal setting sessions
- Monthly progress presented during “board meetings” to hold teams accountable to milestones

STATUS

- Recognized as the premier student teams at MIT
- Demo Day at MIT and global webcast
- Access to blue chip advisors and the MIT delta v alumni network
- Prominent exposure via all channels of Trust Center and MIT communications
- A full endorsement from MIT as a “graduate” of our accelerator

The friendliest way to access and transfer money across providers and borders

Almond Finance

Almond is building an international bank transfer system, without the banks. There are over 250 distinct mobile wallet apps in Southeast Asia serving about 300M users. However, most mobile wallets are siloed within their own network and do not allow for money transfers between different wallets and across borders. Interoperability in digital financial services can facilitate a projected \$3.7T increase in GDP across developing countries by 2025.

Almond is a remittance solution that integrates this disconnected network of apps. Users send money directly on their phones, quickly and affordably. Almond is the friendliest way to transfer money without borders or banks.



ALMOND



Hayden Brink
University of Denver
'16



Thanjira Fangtong
BU MBA '22
Chulalongkorn Univ '16



Valerie Moreyra
HKS MPP '22
NYU '14



Yunus Sevimli
MIT Sloan MBA '21
Johns Hopkins '14,
MS '15



Adam Swartzbaugh
MIT Sloan MBA '21
HKS MPA '22
Brown '08, MA '09

MIT PARTNERS:

Legatum Center for Development and Entrepreneurship
PKG IDEAS Social Innovation Challenge
Sandbox Innovation Fund
Venture Mentoring Service

www.almondfinance.com



Money without borders: easy, affordable international money transfer.
With or without a Bank!

MILESTONES:

SIGNED PARTNERSHIP AGREEMENTS with 5 financial institutions and 2 crypto exchanges in Thailand, Cambodia and Malaysia

FINALIZED FUNDS FLOW and pricing model

BUILT DEMO of crypto-based international money transfer

Gearing up for the **PILOT LAUNCH** in Fall 2021

The easiest way to say 'yes' to help



1 in 5, or a total of 53 million adult Americans, are now unpaid family caregivers. Many are doing this alone without a way to accept help from family and friends. Carestry is the Care Registry that allows you to seamlessly and effectively harness the support of your community by showing them what you need most.



Kimberley Kimura
Wellesley '23



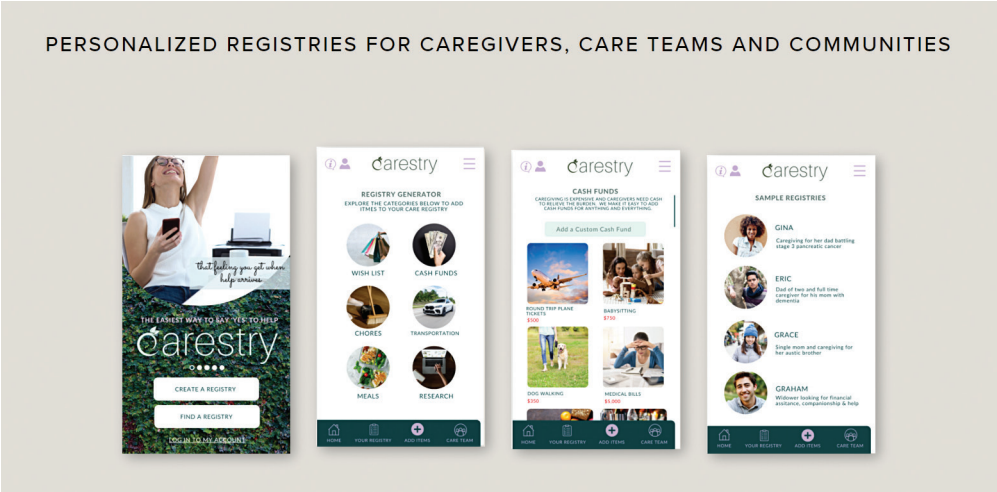
Josh Madej
MIT Sloan MBA '21
Northwestern MS '17



Richard Porteous
MIT Sloan MBA '21

MIT PARTNERS:
Health Systems Initiative
MIT Systems Dynamics / Anjali Sastry
Sandbox Innovation Fund
Sustainability Initiative

www.carestry.io



For caregivers who want to do all they can, Carestry is the caregiving registry that builds a community around a patient.

MILESTONES:

Conducted over **100 INTERVIEWS** across caregivers, doctors, payers, patients, and providers

DEVELOPED FUNCTIONAL PROTOTYPE and launched pilot registry program

Established a **HIGH-QUALITY PIPELINE OF BETA USERS** through cancer foundations

Using AI to revolutionize our fight against heart failure

Empallo

HEALTH
TECH

Heart failure is the leading cause of hospital stays in the U.S. Nearly 7 million Americans suffer from heart failure, resulting in over 1 million admissions and \$12 billion in hospitalization costs annually.

Treatment response is often variable. Empallo uses machine learning to unlock hidden information and harness insights from vast amounts of patient data. Our solutions help clinicians personalize treatment plans and deliver the best care.

Empallo



Claire Beskin
MIT Sloan MBA '22



Ruizhi (Ray) Liao
MIT EECS PhD '21

MIT PARTNERS:
Deshpande Center
MIT CSAIL
Sandbox Innovation Fund
Venture Mentoring Service

www.empallo.com



Selfie working from The Engine, a Tough Tech investor that provided free workspace for MIT Sandbox teams this summer

- MILESTONES:**
- Conducted **~100 INTERVIEWS** with stakeholders including insurers, hospital administrators, clinicians, and other domain experts
 - Built product **PROTOTYPE**
 - ENHANCED AI TECHNOLOGY** with additional data modalities
 - Formed **3 HOSPITAL PARTNERSHIPS**
 - Received interest in piloting our technology from **14 HOSPITALS AND 4 INSURERS**

Design better. Shop better.

Fit for Everybody

FASHION
TECH
SaaS

Fit for Everybody is closing the gap between designers and shoppers by collecting measurements from real women. We simultaneously help designers optimize sizes and shoppers find flattering fit. Our vision is for a more efficient, sustainable, and enjoyable fashion future in which designers and shoppers are connected through our platform.



Terry Kim
MIT EECS '24



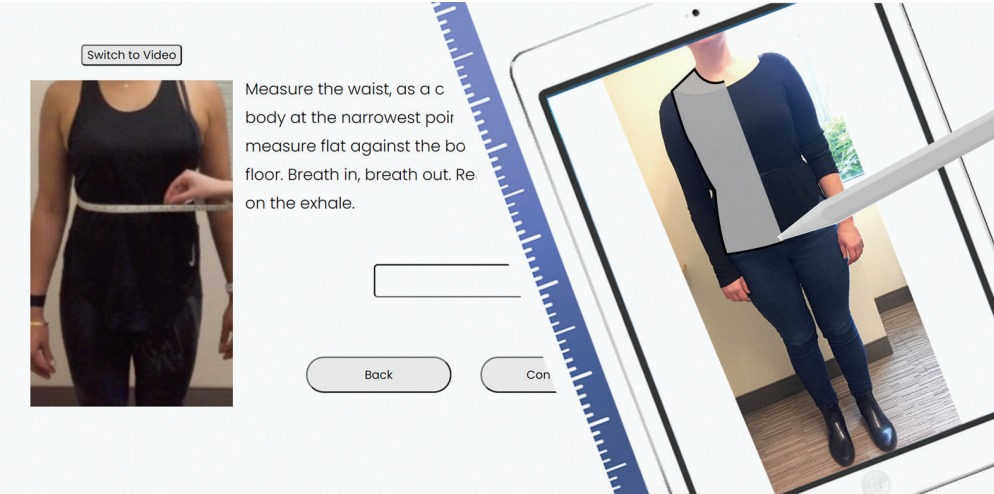
Jeff Monroe
MIT Sloan EMBA '21



Laura Zwanziger
MIT Sloan MBA '21

MIT PARTNERS:
\$15K Creative Arts Competition
Sandbox Innovation Fund
StartMIT

www.fitforeverybody.com



Empowering designers to design to the body,
so women can shop better

- MILESTONES:
- +2 BETA customers
 - +1 COMMITMENT from a major NY fashion brand
 - 2200 WOMEN'S MEASUREMENTS
 - 2 publications

Artists live here



Professional artists face a dilemma in which they struggle to continuously engage, expand, and monetize their fanbase and supporters beyond their inner circle without devaluing their image and their work. They do not have a centralized place online to build a community of fans and fellow artists and profit from their work.

Our answer is flairr, a centralized virtual community for professional artists to interact with their fans, connect with fellow artists, and grow their artistic careers through a monetized feed, professional multimedia portfolio, and live streaming.



Jessi Kim
Wellesley '23



Zachary Pitcher
MIT EECS '20



Isabelle Ruan
Dreyfoos School
of the Arts '21



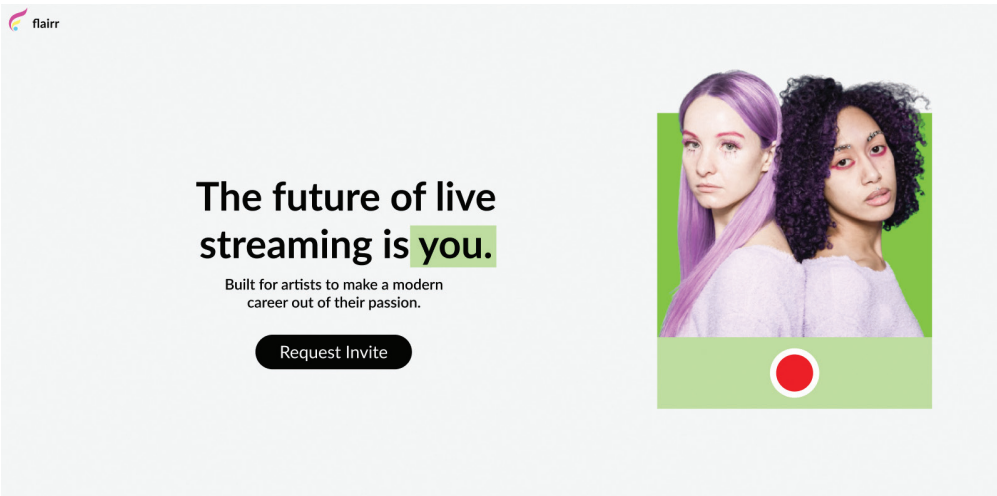
Ben Steffen
MIT CompSci '23



Catherine Zeng
MIT EECS '20

MIT PARTNERS:
Trust Center EIRs / Kosta Ligris

www.flairr.com



The website's landing page where VIP artists will request an invite code to share with professional artists in their own network to join the flairr community

MILESTONES:

Interviewed
over **85**
ARTISTS AND
PATRONS

More than
900 ARTISTS
in our database

LAUNCHED
THE DESKTOP
VERSION of
flairr to 10 VIP
visual artists
for beta-testing
and to set
the tone for
community
building

Your best workout is still ahead. Curated. Authentic. Free.

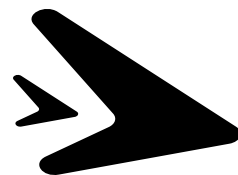
Havvi Fitness

Excellent home fitness shouldn't be exclusive. Havvi is a premium fitness experience for free.

Our free-to-play model brings HIIT, Yoga, Core, Steps, Strength, Cycling, and more. Find the right workout based on the equipment you have, the time available in your day, and target areas.

With social, commerce, and challenges launching soon, creators and users have closer ways to interact, engage, transact, and achieve fitness goals together.

From creators you know. From creators you'll love to discover.



Sidney Beaumaster
Univ. of Wisconsin '17



Jacob Fure-Slocum
MIT Sloan MBA '21

MIT PARTNERS:
MIT Fuse
Sandbox Innovation Fund

www.havvi.app



Finding the right workout content has never been easier than on our engaging mobile platform

(Photography by Kamaji Ogino)

MILESTONES:

APP IS AVAILABLE
for download on iOS, coming soon to Android and TVs

16,000+ free, curated fitness videos, all designed to be discovered

100+ top talent creators



Skincare must not stop at the face

Hibiscus Monkey

BEAUTY &
PERSONAL
CARE

Your face makes up only 5% of your skin. The remaining 95% is on your body – your scalp, neck, elbows, underarms. But think about how much time, effort and money you spend on your face care, and how little you spend on your body care. Obsession with the face has made body an afterthought, but your own body cannot be an afterthought.

We are on a mission to become India’s first body specialist brand. One that is powered by 100% natural formulations, ancient wellness rituals and India’s digital commerce revolution. It's time to put body centerstage.



Mona Mehta
ex-Corporate Banker,
HSBC



Naina Mehta
HBS MBA '22



Roshni Mehta
MIT Sloan MBA '22
HKS MPP '22

MIT PARTNERS:
Legatum Center for Development and Entrepreneurship
MIT Fuse
Sandbox Innovation Fund

www.instagram.com/hibiscusmonkey



The Velvet Spray:
a one-of-a-kind in-shower
body moisturizer



HM Love:
a hibiscus-flower powered oil
to nourish the scalp



Cuddles:
a rich balm for the elbows
and knees

MILESTONES:

246% increase
in website traffic
through a revised
content & digital
media strategy

Selected into
prestigious
**AMAZON
LAUNCHPAD
PROGRAM**,
identified as
high growth
potential brand

**+25,000
FOLLOWERS**
on Instagram
[@hibiscusmonkey](https://www.instagram.com/hibiscusmonkey)

**VALIDATED
PRODUCT
MARKET FIT** for
6 body-focused
products and
completed
formulations

Uncompromised. Unconquerable.

Invictus BCI

At Invictus BCI we do right by amputees. Current bionic prosthetic hands are capable of only a few basic grasps, difficult to control, and often stop working in the presence of sweat or after limited use. This gap between the needs of amputees and performance of bionic prosthetic hands is so frustrating that more than 60% of amputees give up on using their prosthetic.

We are currently creating a non-invasive neuroprosthetic brain-control interface (BCI) that will enable amputees to control their prosthetic just like a real hand. Our BCI leverages new advances in sensor technology (EMG and EEG) and deep learning to create a more intuitive, robust control system capable of decoding individual finger movement.



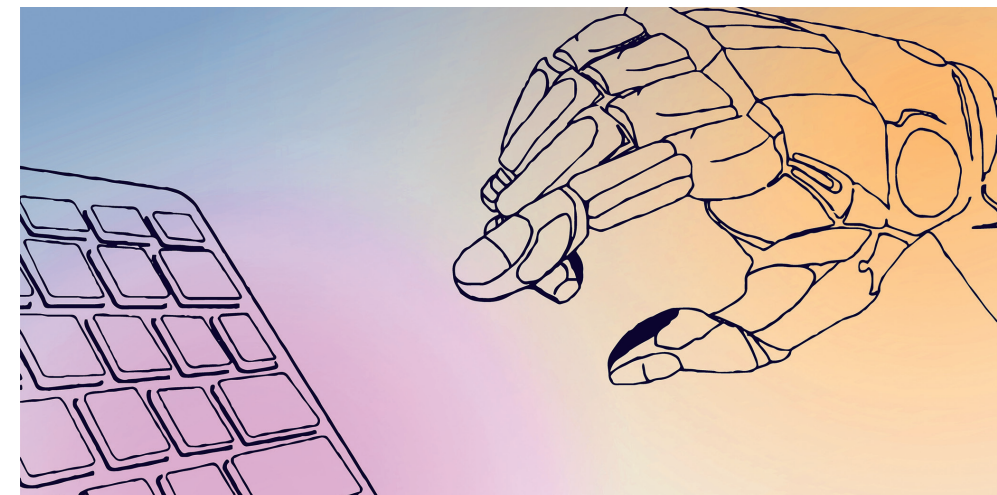
Eeshan Tripathii
MIT Comp Sci / Biz
Mgmt '23



Vini Tripathii
Cornell Tech MEng '20

MIT PARTNERS:
I-Corps
Sandbox Innovation Fund

www.invictusbci.com



Giving back amputees full control of their hands

MILESTONES:

100+ INTER-VIEWS with amputees, prosthetic manufacturers, clinics and industry experts like AOPA

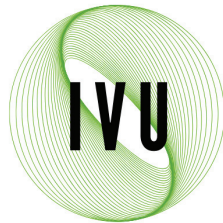
DEVELOPED SECOND GENERATION of high density noninvasive EMG wearable signal acquisition system

SUPPLY CHAIN PARTNERSHIP Developed relationships with European tech company and secured key tech components for R&D

Delivering the future of microbes

Ivu Biologics

Microbes permeate most aspects of our health, food and environment but we have only scratched the surface in harnessing their power as most die before they are delivered and utilized. Ivu Biologics is a technology platform focused on manufacturing, storing and delivering these fragile organisms across various sectors. Our initial use case is in the agricultural space where we deliver fragile microbes to seeds to improve yields, even in saline environments. We use biodegradable, non microplastic materials that lower our environmental impact on our food and water systems while working to ensure a net zero carbon future.



Melissa Herman
MIT MBA '22



Danai Jongwe
Harvard '23



**Mira-Rose
Kingsbury Lee**
Harvard '24



Owen Porth
MIT Bio Eng PhD '25



Emily Yu
MIT MBA '23

MIT PARTNERS:
Legatum Center for Development and Entrepreneurship
MIT Civil and Environmental Engineering [CEE]
Sandbox Innovation Fund

www.ivubio.com



Changing the face of fragile microbe delivery



Augustine Zvinavashe
MIT Civil & Env Eng PhD '21

- MILESTONES:**
- Conducted **OVER 150 CUSTOMER INTERVIEWS**
 - Found **PRODUCT MARKET FIT**
 - BUILT RELATIONSHIPS** with potential buyers of our product
 - Developed **3RD PARTY PARTNERSHIPS** [advanced stage]

Helping you kick the habit

KickbitApp

In the United States, 20-30% of adults bite their nails chronically. This habit affects multiple aspects of their lives such as their self-esteem, work-life, and relationships. Many have tried to stop nail-biting multiple times on their own with little to no long-term success.

At KickbitApp, we help people stop their nail-biting habit by creating a custom plan and matching them with helping products so they can grow their nails and confidence.



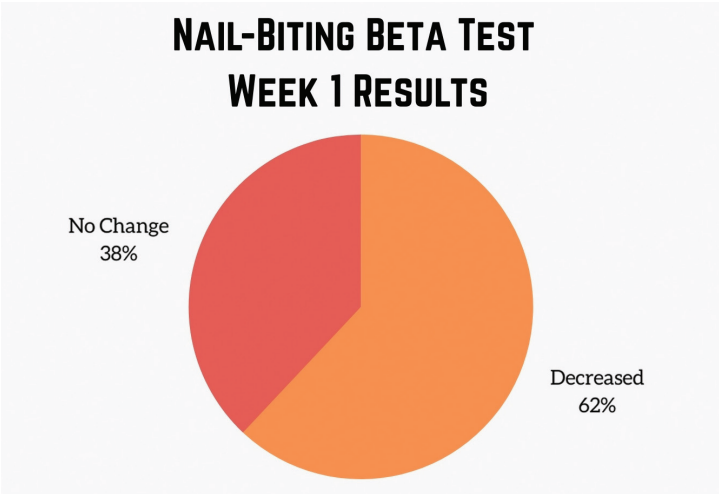
Devaki Sakhamuru
MIT SDM '21



Ashley Ann Thomas
MIT '21

MIT PARTNERS:
MIT Fuse
Sandbox Innovation Fund
StartMIT
Venture Mentoring Service

www.kickbitapp.com



This chart represents the progress of the system in its initial testing stages. Over 60% of the people in our beta test have seen a decrease in their nail-biting.

MILESTONES:

100+ INTERVIEWS
for market research

2 WEEK BETA TEST

60% OF BETA TESTERS
observed reduction in nail-biting

Providing access to affordable architectural and engineering services to families in Latam

LA FIRME

Every year, 66% of the Latin American population moves into self-built houses. For low and middle income families, professional services are inaccessible, resulting in structurally flawed homes and overspending. LA FIRME makes architectural and engineering services affordable by breaking down the full professional service into small units that families can access at their own pace through our digital platform. We complement these services with a digital record of their home and an educational component to increase their construction knowledge.

LA FIRME



Fiorella Belli Ferro
MIT Masters in
City Planning '21



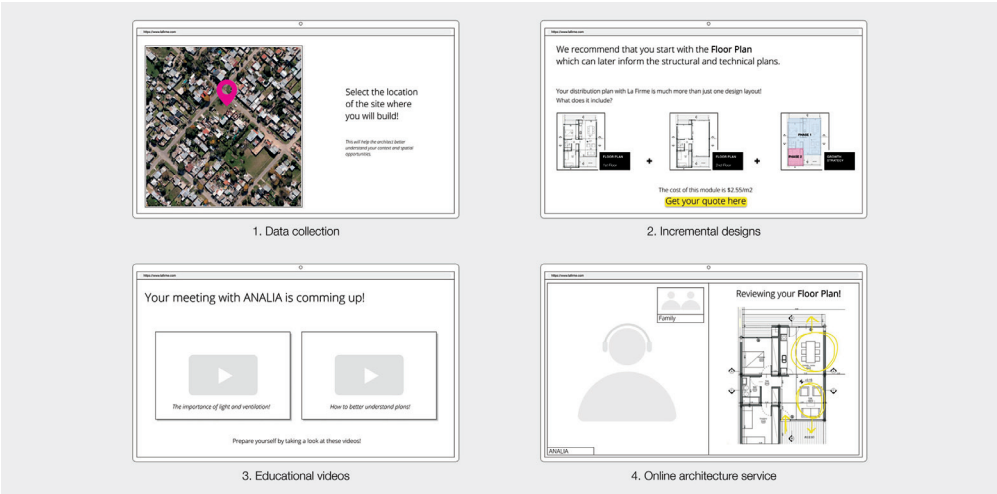
John Gibbons
MIT Sloan MCP '23



Mora Orensanz
MIT Masters in
City Planning '21

MIT PARTNERS:
Department of Urban Studies and Planning (DUSP)

www.casalaFirme.com



Key stages of our digital service

MILESTONES:
50+ INTERVIEWS
with low-income families, architects, and maestros in Latam

CONFIRMED MARKET FIT AND WILLINGNESS TO PAY
through a product prototype

20+ FAMILIES
signed up on our waitlist

LAUNCHING A PILOT in Peru by November 2021

Matching empty space with lonely cargo

Pelicago

Cargo airplanes fly nearly half empty! Today, the logistics side of the air industry remains analog with simple bookings taking days and rates held as trade secrets.

Pelicago aims to disrupt air cargo with a marketplace that allows any freight forwarder to instantly book space with airlines. Our business empowers over 100,000 small freight forwarders to secure the best possible air cargo rates by democratizing digital interfaces, deploying modern network optimization, and promoting price transparency all while improving the carrying-efficiency of resource heavy airplanes.



Jon Acquaviva
MIT Sloan MBA '21
Cornell '08, MEng '09



Shinji Angata
MIT Sloan MBA '21
UC Riverside '04
Osaka Univ. '06



Edward Wang
MIT PhD '24
UC Berkeley '17, MS '18

MIT PARTNERS:
MIT Center for Transportation & Logistics
MIT CSAIL
Sandbox Innovation Fund

www.pelicago.com



Pelicago at a glance

MILESTONES:
Developed and launched **MVBP** (minimum viable business product)

Identified customers to **BETA TEST** the Pelicago platform in Fall 2021

Grew Pelicago **FROM 3 TO 7 EMPLOYEES** by onboarding two software developers, a designer, and an expert industry consultant

SIGNED STRATEGIC PARTNERSHIP and sponsorship agreement with IATA (International Air Transport Association)

Hospitality. Community. Value.

Project Restore Us

FOOD
INDUSTRY

Project Restore Us (PRU) brings the wholesale grocery pipeline’s cost-effectiveness and efficiency closer to the homes of food-insecure families in the Greater Boston area. Our primary focus is working with our community organizations as partners to cater to families in need. We then vend at local and accessible farmers markets with culturally appropriate staples. By leveraging the restaurant supply chain, we and our team of volunteers have helped mitigate food insecurity by serving 750,000+ pounds of food to 2,000+ families.



Tracy Chang
Boston College '09



Irene Li
Cornell '12



Marena Lin
Harvard PhD '19



Laila Pearson
Wellesley '22



Quantum Wei
MIT Meche PhD '21

MIT PARTNERS:
Harvard MIT COOP
MIT Community Service Fund

www.projectrestoreus.org



This summer, Project Restore Us started selling cultural staples (beans, rice, and more) at farmers markets. Our customers gain healthy and familiar groceries while saving time and money.

MILESTONES:
Since May '20, delivered **250 TONS OF FREE GROCERIES** to 2,000 homes in partnership with 5 local restaurants

Supplied **120 TONS** of high-quality and culturally appropriate groceries to food pantries for the city of Boston

Within a 3 week pilot this summer, sold **7,000+ POUNDS OF STAPLES** at 5 farmers markets

AI for Inclusion

Project Us

The past decades have brought unprecedented progress in our understanding of and fight for inclusion. And alongside people like us, leading organizations have become increasingly committed to diversity...of all kinds.

Yet, we are still at the beginning of the road. Too many inclusion programs fail to reach their desired goals, and some even end up deepening divides. And almost none of the existing efforts make use of the other great leap of our century – technology.

Project Us uses the power of Artificial Intelligence and advanced bio-signal processing to help people grow into more inclusive leaders and organizations make tangible progress towards building more diverse cultures.



Mishari Alessa
MIT Sloan MBA '22



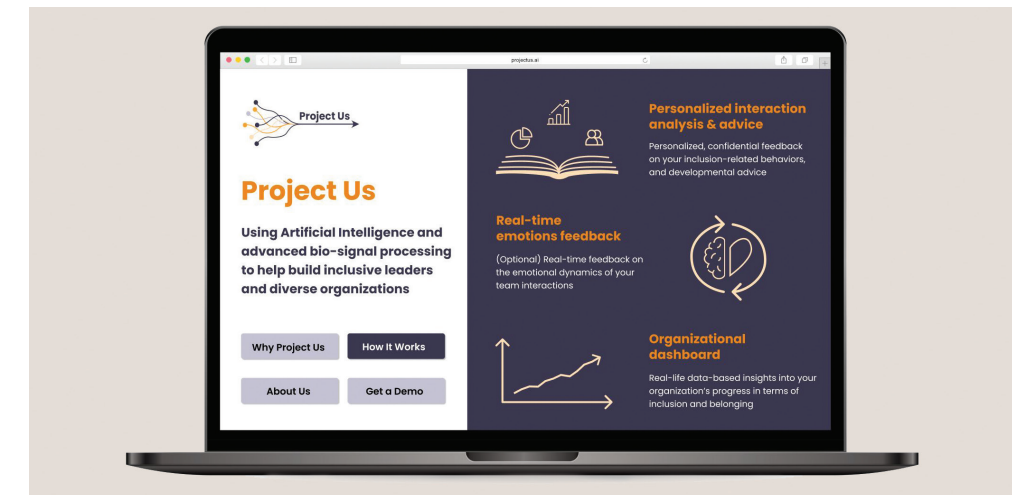
Camilo Rojas
MIT Media Lab PostDoc



Daniel Vargas
Univ. Costa Rica '21

MIT PARTNERS:
Fluid Interfaces
MIT Media Lab

www.projectus.ai



Bringing technology to your inclusion efforts

MILESTONES:

Validated technology in
**LEADING PEER
REVIEWED
PUBLICATIONS**

Built prototype
and tested with
100+ USERS

Validated offer
and iterated
on prototype
with **15+ D&I
MANAGERS**

Launching
pilots with
**TWO S&P 500
COMPANIES**

Revenue generating tools for the creator economy

Rivet

Creators continually lose out on 45-65% of potential revenue because they can't convert audiences on social media into repeat customers. Algorithms and lack of data visibility mean creators don't really own their fanbases.

For fans, there is no easy way to have intimate experiences with all their favorite creators because most monetization is focused on paid memberships which makes it difficult to support beyond their top 1 or 2.

Rivet lets creators quickly set up a personal fan community platform and website that fans can sign up to. Creators build repeat customers through owning their fan data, increasing digital and physical product sales via gamified engagement scores, fun rewards, and exclusive offers that drive revenues.



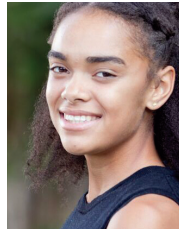
Korede Aderele
Drexel '21



Anj Fayemi
MIT ChemE '20



Nafim Rahman
MIT EECS '21



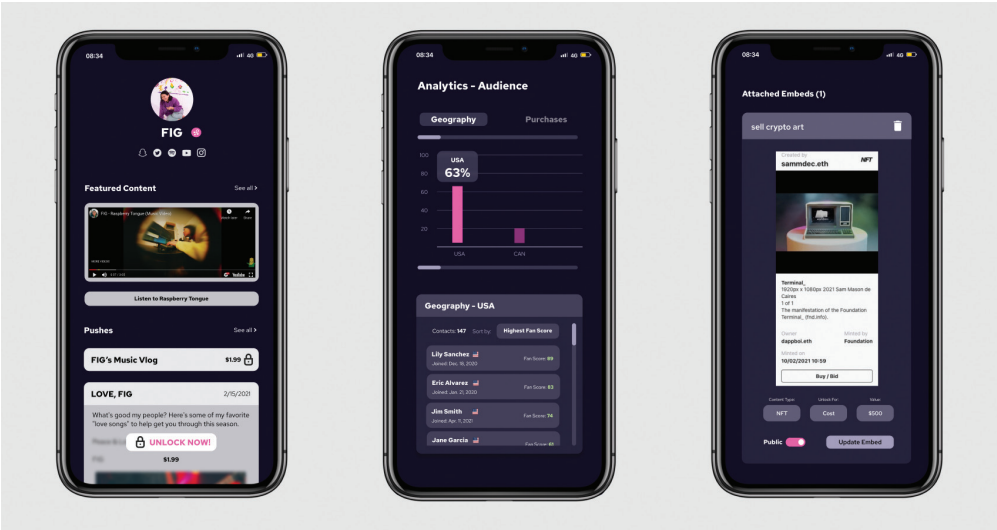
Nina Rhone
MIT CompSci '23



Lacthu Vu
MIT CompSci '23

MIT PARTNERS:
\$15K Creative Arts Competition
MIT Innovation Initiative
Sandbox Innovation Fund
StartMIT
Venture Mentoring Service

www.rivetapp.co



Create a customizable personal website for growing community.
Use engagement scores and analytics to understand fan journeys.
Sell exclusive audio, video, merch, NFTs etc. directly to fans.

MILESTONES:
**6 SUB-
SCRIPTION
CUSTOMERS,**
1 annual

>\$11,000
made for
creators
and artists

**NEARLY 150
PLATFORM
USERS** with
>7,000 fans in
communities

Launched
**FULLY
FUNCTIONAL
PRODUCT**

**PILOT WITH
ARTIST
PROGRAM**
secured and
partnerships
with 2 creator
companies

Robigo

AGTECH

Robigo is engineering the plant microbiome to reduce disease in crops. Unlike existing pesticides that indiscriminately kill microbes across the plant and soil and wreak havoc on the environment, our technology specifically targets pathogenic bacteria, allowing the plant and beneficial microbes to continue growing disease-free. We're creating the next generation of sustainable microbial pesticides that are environmentally friendly, non-toxic to field workers, and will enable more fertile soils that are rich with beneficial microbes.



Jai Padmakumar
MIT Microbiology
PhD '22



Connor Sweeney
MIT BioEng '21



Andee Wallace
MIT BioEng PhD '20

MIT PARTNERS:
E14 Fund
I-Corps
Sandbox Innovation Fund

www.robigo.bio



MILESTONES:
50+ INTER-VIEWS with growers, industry professionals, and regulators

SECURED PARTNERSHIP with one of the largest tomato growers in North Carolina for field trials

ADVISORY BOARD of respected regulatory experts, ag policy leaders, grower liaisons, and scientific experts

VALIDATED KEY TECHNOLOGY for proof-of-concept

PATENT-PENDING

Helping brands work together to sell more

Sidewalk

Acquiring new customers as an online brand is 5x more expensive than it was a few years ago—and it’s only getting worse. With advertising channels more saturated than ever before, stores are finding it harder to build brand awareness and reach more customers.

Sidewalk helps brands that are targeting similar demographics work together to grow their stores. Our platform makes it easy to form partnerships and enables partners to sell each other’s products. Not only do these partnerships drive a risk-free increase in average order value, they also allow the partnered brands to be introduced to a whole new customer base. Join Sidewalk in building the digital network that helps brands connect and grow together.



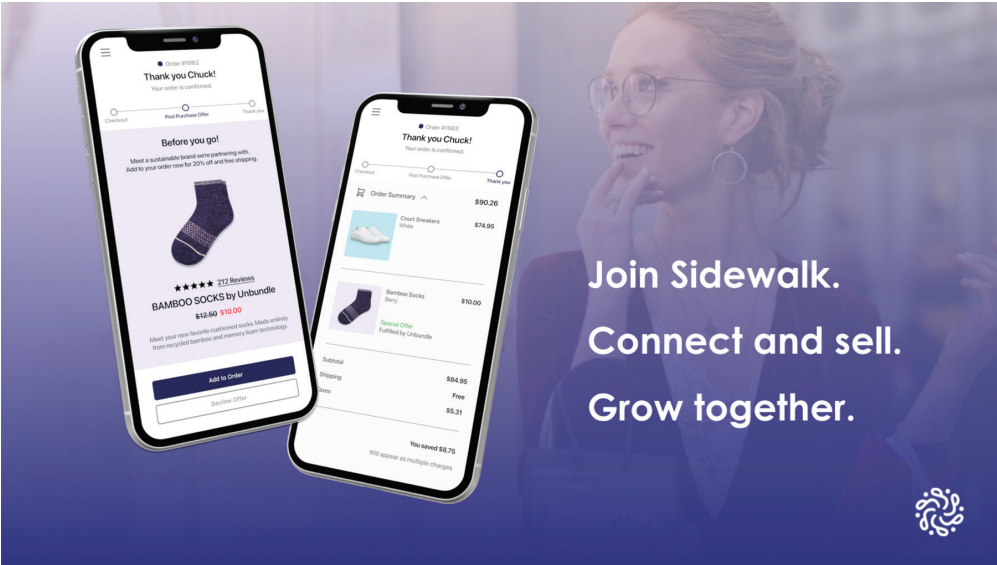
Adit Abraham
MIT Comp Sci & Eng '21



Christina Chen
MIT Comp Sci & Eng '21

MIT PARTNERS:
Sandbox Innovation Fund
StartLabs

www.join sidewalk.com



- MILESTONES:**
- 21 STORES** signed up for product waitlist
 - 3-STEP ONBOARDING PROCESS** makes integration fast and simple
 - COMMISSION-BASED PRICING** means we only win when you do
 - LAUNCHING PILOT** in Fall 2021

Automation for any warehouse

Stack

Stack aims to automate warehouses for the sub-hour delivery of e-commerce. This fast-growing market, however, is characterized by having very small and dynamic facilities of a couple of thousand square feet. Hence, our solution is designed to be simple, modular, and easy to scale. This way, different from existing technologies, our system can fit in any warehouse—regardless of size, shape, or budget.



Bernardo Aceituno
MIT MechE PhD '23



Steven Burcat
MIT MechE PhD '22



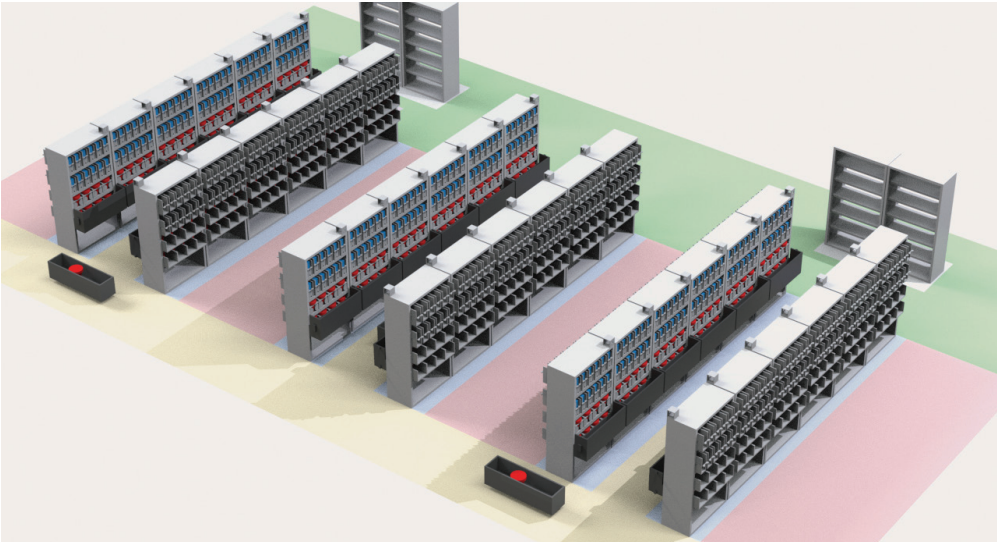
Melissa Forstell
MIT Sloan MBA '22



Antoni Rosinol
MIT Aero/Astro PhD '23

MIT PARTNERS:
15.378 GSD
MIT Fuse
I-Corps
Sandbox Innovation Fund

www.getstack.ai



Our solution: an easy to install and adapt warehouse automation system

MILESTONES:

Designed our
**MINIMUM
VIABLE
PRODUCT**

**SECURED OUR
FIRST PILOT
PROGRAM**
for this Fall

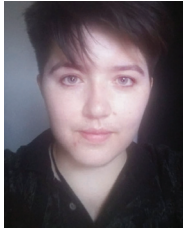
Got our
**FIRST
LETTER(S)
OF INTENT**

Defined
**PRICING
FRAMEWORK
AND SALES
PROCESS**

Connecting employers and returning citizens

Surge Employment Solutions

Surge Employment Solutions is a workforce development, staffing, and mentoring company for formerly incarcerated people. Our organization has established a talent pipeline—built on partnerships with a network of community partners—that guarantees the best talent for employers who are committed to hiring returning citizens. Surge’s post-placement coaching and mentoring services allow new employees to excel, improving job retention and satisfaction for employers and in turn saving them thousands of dollars in recruiting costs. Together, we can dismantle employment discrimination.



Hazel Kevlihan
Wellesley '23



Rebecca Lang
MIT Sloan MBA '22



James Simon
MIT Comp Sci, Econ
& Data Science '24



Eric Tuttle
Northeastern MS '22



Brooke Wages
MIT Sloan MBA '22
HKS MPA '22

MIT PARTNERS:
PKG IDEAS Social Innovation Challenge
Sandbox Innovation Fund
Sustainability Initiative

www.surge-es.org



Building bridges between employers and formerly incarcerated people to end employment discrimination.

- MILESTONES:**
- SURVEYED OVER 160** employers and formerly incarcerated people
 - KICKED OFF A PILOT PROGRAM** with 2 customers
 - PARTICIPATED IN A TEAM DYNAMICS WORKSHOP** to foster collaboration and understanding among team members

Impactful mentorship, one call at a time

Underdog Coaching

EDTECH

Admissions teams across universities are strapped for resources and continuously seek to attract the best talent. So much so, that they spend over \$12B in recruitment efforts every year.

Underdog Coaching makes it easy for admissions to leverage their most valuable asset, students and alumni. We onboard current students and alumni who want to mentor from the comfort of their dorm or room while owning their schedule. Through our mentorship matching platform any prospective student can search and find individuals who are willing to share their best advice on traversing the application journey and insights into campus culture.

UNDERDOG COACHING



Othman Benkiran
MIT MS Tech & Policy '19



Zoe Petrovas
Wharton School '24



José Ramos
MIT Sloan MBA '21



Yinjia Wen
School of Visual Arts NY '21

MIT PARTNERS:
\$100K Competition
MIT Leadership Center
Sandbox Innovation Fund

www.underdogcoaching.com

How can we help you?

Browse
Our goal is to deliver the most convenient way of finding coaches to help you on your journey.

Schedule
Our goal is to deliver the most convenient way of finding coaches to help you on your journey.

Connect
Our goal is to deliver the most convenient way of finding coaches to help you on your journey.

Follow-Up
Our goal is to deliver the most convenient way of finding coaches to help you on your journey.

Featured coaches

Akina Anand
"Don't strive to be perfect - strive to be better!"
#MITMBA #Consulting #Analytics

Schedule your first call

Learn More About Me

Interesting in becoming a coach?

Learn how to join us!

MILESTONES:

LAUNCHED
INITIAL
PROTOTYPE

DELIVERED
OVER 80 CON-
VERSATIONS
between MBAs
and prospective
students

Over 100 MBAS
INTERESTED
in beta

CORE ENTREPRENEURS IN RESIDENCE



CARLY CHASE began her career at Goldman Sachs and joined the NYC Economic Development Corp under Mayor Bloomberg where she launched a number of initiatives aimed at making NYC friendlier for entrepreneurs to start companies. She has

since worked with a number of startups, and runs Crabwalk, which focuses on career progression in the new era of work. In addition to her role as Director of delta v, she also is a Senior Lecturer at MIT Sloan where she teaches the affectionately called “Get Stuff Done” course as well as “Corporate Entrepreneurship.”



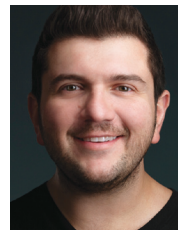
PAUL CHEEK is a serial tech entrepreneur, software engineer, an EIR at the Trust Center, and a Lecturer at MIT Sloan. Paul teaches MIT’s “New Enterprises” course, advises students across campus, and leads the team building Orbit (orbit.mit.edu).

He is co-founder and CTO of Oceanworks, a global sustainable materials marketplace aiming to end plastic pollution. Previously, Paul co-founded Work Today, a digital staffing and recruiting company, and has built technologies for and consulted with LogMeIn, BlackRock, Prudential, Mazda, and more.



KIT HICKEY co-founded Ministry of Supply while a student at MIT Sloan. Using innovative materials and advanced manufacturing, Ministry invented a new category of clothing: performance professional. Kit built and lead

Ministry’s customer experience team and expansion into retail stores. Prior to MIT, Kit helped emerging market entrepreneurs access financing, and also worked in investment banking. She is a Senior Lecturer at MIT Sloan and teaches “Entrepreneurial Founding & Teams” and “Intro to Technological Innovation.”



KOSTA LIGRIS is an experienced CEO, entrepreneur, investor, and was the founder of the Ligris family of companies, a collection of professional services, real estate, and consulting companies. Kosta has extensive experience in all aspects of real estate, including

lending, finance, legal, and regulatory frameworks. His passion for innovation has led him to his latest startup, a Boston-based fintech called Stavvy, which seeks to digitize transactions that impact life’s defining moments.

SWING ENTREPRENEURS IN RESIDENCE



GABRIELLE HADDAD is the co-founder and COO of Sigma Ratings, a leading AI-driven risk intelligence platform that she co-founded while a student at MIT Sloan. Gabrielle started her career as an M&A and corporate governance attorney at Milbank,

Tweed, Hadley & McCloy LLP in New York and was an executive at The Global Fund in Geneva, Switzerland. In addition to Sigma, Gabrielle currently works with entrepreneurs as a startup advisor and mentor.



SANDY KREIS LACEY leads engineering and product teams for John Hancock’s innovation labs, and is a member of TBD Angels where she has led 3 investments in Boston-based startups. Prior, Sandy was a 3x startup operator, and was in MA state government

where she created programs to support the growing climatetech cluster. Sandy has been a visiting Lecturer on entrepreneurship at Tufts University, and is joining MIT Sloan as a Lecturer this fall. She has a Master’s in Business & Energy Policy from the Fletcher School at Tufts and a B.A. from Georgetown.



BRINT MARKLE is an experienced entrepreneur, founder, and business leader and is Sr. Director of Business Development at Lucid, a visual collaboration suite, where he leads a variety of product partnerships and integrations with Google, Amazon, Microsoft,

Atlassian, Slack, and others. He is co-founder and CEO of Mountain Hub (delta v 2013), which was acquired by Mammut Sports Group in 2018. Prior, Brint completed his MBA at MIT Sloan where he was an Anderson Fellow, worked at Bain & Company, and founded *Rival Magazine*.



DIP PATEL is a technologist, engineer, entrepreneur, and founder of Ecovent, a smart home technology company that sold to ConnectM in 2016. Before Ecovent, Dip led the design, development, and production of complex radar hardware systems at Lockheed

Martin. He has a BSEE from Drexel, an MSEE from Penn, and an MBA from MIT Sloan. He’s currently the CTO of Soluna, which builds computer centers powered by utility-scale renewable energy.



KATHLEEN STETSON is an executive coach, using her entrepreneurial experience to help “many-hats-wearing” people better understand themselves and the world around them. Her self-awareness program for MIT delta v has produced the

first statistically significant data showing the benefit of self-awareness techniques for entrepreneurs. Kathleen is a former opera singer, acoustical engineer, startup founder, and MIT Sloan MBA.

GUESTS and MENTORS

- Aman Advani** Ministry of Supply

Karina Akib WellNested

Zann Ali 2048 Ventures

Adrian Cabrera Alpaca

Hugo Castalan Lifework Advisors

Shelley Chan MomMe

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Elliot Cohen PillPack

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Aadish Rakhecha OnDeck

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Fil Twarowski Pulley

Brandon Weber Nava

Brent Willess Founder Collective

Wei Xun He Helen of Troy

Khatantuul Zorig Innospark Ventures

CAMPUS PARTNERS

A partial list of key MIT departments and organizations critical to the success of this year's cohort.

DESHPANDE CENTER
Helps students and faculty commercialize breakthrough technologies deshpande.mit.edu

designX
Developing ventures that accelerate innovation in design, cities, and the built environment designx.mit.edu

IDEAS SOCIAL INNOVATION CHALLENGE
A social entrepreneurship program helping MIT students tackle quality of life issues pkgcenter.mit.edu/programs/ideas

LEGATUM CENTER FOR DEVELOPMENT & ENTREPRENEURSHIP
A hub to accelerate global economic progress through innovation-driven entrepreneurship legatum.mit.edu

MIT \$100K ENTREPRENEURSHIP COMPETITION
MIT's student-run business plan competition since 1990 mit100k.org

MIT/BU LAW CLINIC
Free guidance from Boston University law students provided to MIT students and startup teams entrepreneurship.mit.edu/bu-law-clinic

MIT D-LAB
Advancing collaborative approaches and practical solutions to global poverty challenges d-lab.mit.edu

MIT FUSE
The Trust Center's 3-week startup accelerator held every January entrepreneurship.mit.edu/mit-fuse

MIT I-CORPS
National Science Foundation program offering training for researchers considering a startup icorps.mit.edu

MIT INNOVATION INITIATIVE
Helping students design, build and execute world-changing discoveries at MIT innovation.mit.edu

MIT STARTUP EXCHANGE
Partners MIT-connected startups and members of MIT's Industrial Liaison Program startupexchange.mit.edu

MIT VENTURE MENTORING SERVICE
Matches MIT entrepreneurs with skilled volunteer mentors for advice and coaching vms.mit.edu

PRISCILLA KING GRAY PUBLIC SERVICE CENTER
Supporting public service experiences for MIT via fellowships, grants, and other programs pkgcenter.mit.edu

SANDBOX INNOVATION FUND
Provides seed funding and mentorship for student-initiated entrepreneurship ideas sandbox.mit.edu

STARTMIT
A 3-week course for students curious to explore the "on-ramp to MIT's entrepreneurial world" entrepreneurship.mit.edu/startmit-iap

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Vered Frank *Vise*
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Alon Lederman *Credit Suisse*
Bruce Stangle *Analysis Group*
Nagarjuna Venna *BitSight*
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Jenna Lally *Aymira*
Adriana Vazquez *Lilu*

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Karim Khalil *Infinite Cooling*
Kevin Pounds King *General Catalyst*
Benjamin Lantos *Rhino*
Shari Loessberg *MIT*
Sal Lupoli *Lupoli Companies*
Megan Mitchell *MIT Legatum Center*
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Jay Fiske *Powerhouse Dynamics*
Warren Katz *Advisor*
Bruce D. Lawler *MIT MIMO*
Preetish Nijhawan *Cervin Ventures*
Yossi Sheffi *MIT*
Melinda Sims *V1 Engineering*

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Ricky Ashenfelter *Spoiler Alert*
Adam Blake *Telescoped*
Jean-Jacques Degroof *Self-employed*
Christine Moscaritolo *Earl Enterprises*
Mike Volpe *Lola.com*
Janet Wu *Bloomberg*
Peter Zaballo *Diamante Scholars*

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Gleb Chuvpilo *Thundermark Capital*
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Imran Sayeed *MIT Sloan School of Mgmt*

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Jonathan Hung *Unicorn Venture Partners*
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Priyanka Shekar *MIT Sloan School of Mgmt*
Amanda von Goetz *Fermata Discovery*

ROBIGO

Brant Binder *Psy Therapeutics*
Maher Damak *Infinite Cooling*
Roberto Jaime Engels *VOA*
John Harthorne *Two Lanterns Venture Part.*
Mariana Matus *Biobot Analytics*
Rodrigo Navarro *4D Path*
Isaac Stoner *Octagon Therapeutics*

SIDEWALK

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Owen Davis *Contour Venture Partners*
Charles Kane *Symbolic; Progress; Alkami*
Vincent Ponzo *Amazon Web Services*
Saurin Shah *Feather*
Brian Singer *Nobl9 Inc.*
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Blaize Wallace *Crypto Stealth*

STACK

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Kirk Arnold *General Catalyst*
Steven Eppinger *MIT Sloan School of Mgmt*
Jamie Goldstein *pillar VC*
Stephen Marcus *Riot Ventures*
Nadia Shalaby *ITE Fund; Pakira*
Ravi Subrahmanyam *Maxim Integrated*
Peter Wurman *Sony*

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Elliot Cohen *PillPack*
Joshua Dohan *Comm. Pub. Counsel Svcs.*
Drew Fortin *The Predictive Index*
Michele A. Kaliski *Kaliski Fichtl Fund*
Varun Ramesh Mani *PTC*
Tamara Rajaram *3Red8*
Kristine Van Amsterdam *Advisor*

UNDERDOG COACHING

David Anderton-Yang *Voomer*
Ed Hallen *Klaviyo*
Nick Meyer *Rattle; Provocative Sci*
Nischal Nadhamuni *Klarity Intelligence*
Salil Sethi *ProsperCircle*
Caroline Sherman *Salesforce (Tableau)*
Shawna Slack *Genesis Advisers*

DONORS

It takes significant financial resources to run MIT delta v each summer.

In addition to the funding from our benefactor, the late Martin Trust, and the initial grant to support the program from the Anne Goss Foundation, we wish to highlight the contributions from the following individuals who have supported MIT delta v during the past two years while we ran the program virtually.

Haejin Baek '86
Gary Bergstrom PhD '68 and **Maggie Bergstrom**
Gaëtan Bonhomme MBA '08
Jonathan Bush Jr.
China Development Industrial Bank
Wendel W. SF '68 and **Suzanne K. Cook**
John W. SM '84 and **Pamela Cuming**
Jean-Jacques Degroof SF '93, PhD '02
****Bradley A. Feld** '87, SM '88 and **M. Amy Batchelor**
Brian P. Halligan SF '05
Jean Hammond SM '86 and **Michael Krasner** '74, EE '75, SM '75, PhD '79
Ivy Head Family Foundation
Robert Huang SM '79
Jonathan W. Hung MNG '11
Charles F. Kane
Frederic MBA '09 and **Sara Kerrest**
Oliver Kwan and Haiwen He
Konstantinos Ligris EMBA '18
Tamara Lucero-Rajaram MBA '01 and **Gokul Rajaram** MBA '01
Salvatore N. Lupoli SF '12
Diana J. Mackie SM '70, SM '79
L. James Marggraff '82, SM '82
Scott M. Maxwell PhD '90
Robyn and Bob Metcalfe '68
Preetish Nijhawan MBA '98 and **Cervin Ventures**
Jason Norris MBA '14
Judith W. O'Connell EMBA '20
Fane W. and Corie Opperman
George N. Petrovas
Robert Pozen
Praesidium Diagnostics LLC
Queensland University of Technology
Edward Roberts '57, SM '58, SM '60, PhD '62 and **Nancy Roberts**
Dharmesh Shah SM '06
Amnon Shashua PhD '93
Norman L. Shipley
Bruce E. Stangle PhD '78
Ray '57, SM '58 and **Maria Stata**
Richard P. '91, SM '92 and **Geraldine Wong**
Paul Yang '91, SM '92

**Funding for the Batchelor / Feld Fellowship Program, which allows Wellesley students to work alongside MIT teams during MIT delta v and receive the same benefits and financial assistance as MIT students.

PAST TEAMS

2012 Arsenal Health Depict Infinite Analytics LiquiGlide Loci Controls Optimix Peddl Smart Scheduling Soko Wecyclers WiCare	2015 Confer Health Emma Humon Khethworks Ori Spyce Tekuma VSParticle Woobo	Bloomer Health Tech DeepBench Divaqua EasyEmail GETRID Hosta Infinite Cooling Klarity Mesodyne Nesterly NeuroMesh Octant PicFic Pine Health Remora ReviveMed Roots Studio SendFriend Sigma Ratings Sophia Synaps Labs TradeTrack W8X Waypoint Weven	Centaur Labs Chord Context Insights daytoday Floating Point Group Gataca Iterative Scopes Levio The Okoa Project Pluto Posh Rune Secure AI Labs Spaceus Swappl TracFlo VideaHealth Waffle	Nextiles Ocular Technologies Precavida Quantifai Season Three SirMixABot Spatio Metrics TireTutor Viridis WellNested
2013 Grove lallitara Mountain Hub Nima NVBots Thyme Labs	2014 Accion Systems Ashton Instruments Embr Labs EverVest Horbito Love Grain Monograph Obaa Smarking Wise Systems	2016 Alfie Armoire DeepStream Emerald Factory Shop FleteYa Hive Maritime Kumwe Logistics Lean On Me Leuko Labs Perch Rendever Ricult Solstice Initiative uLink Vectorly	2019 Abound Acoustic Wells Alpaca Atem auggi Easel Elemen Hardworkers Haystack Ag Haystack Health Insanirator Live Sports Markets Lynx Mantle Biotech	2020 Aimvest Technologies AuraBlue Contack E-Fish Floe Let's Get Set MomMe MYAVA NRICH Preloved qBraid Respezy Thiozen TORSO WellMode
		2018 Aavia AdaViv AirWorks Akora Atolla Below the Fold Buddy		