DEMO DAY 2022





THE NEXT GENERATION OF WORLD-CHANGING STUDENT STARTUPS



ENTREPRENEURSHIP IS NOT A SPECTATOR SPORT

JUMP IN AND BE PART OF IT!



DELTAV.MIT.EDU





ENTREPRENEURSHIP.MIT.EDU





2022 COHORT



WOMEN

MEN





INDUSTRIES REPRESENTED

SOFTWARE



CONSUMER



SCHOOLS



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; the MIT Sloan School of Management; and the Schwarzman College of Computing. 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

TEAM SIZE



THE CAPSTONE ENTREPRENEURIAL EXPERIENCE

WELCOME

Welcome students, alumni, and community members to MIT delta v Demo Day 2022! This year's accelerator was our first to be run out of the Trust Center since 2019 and it was great to have the teams back in person working to build their ventures. Today, they get to share the results of all their hard work.

Demo Day is our favorite day of the year! You will be blown away by what our student teams have done to create new ventures that will make the world better. Demo Day is the culmination of a year-long journey to become an MIT-quality innovation-driven entrepreneur. We couldn't be prouder to show them off on the stage at Kresge - and inspire you, our audience. In fact, the majority of our cohort comes from people in the audience who say, "I want to and can do that!" So why not you next year?

These 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. What they will share is the confidence that they have the mind set, skill set, and way of operating to control their own destiny. They will be entrepreneurs.

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 and development program where "personal growth >> new venture growth."

Academia has a yearly cadence; teams presenting today were inspired by students from Demo Day last September. Inspiration is not enough, however. It has taken 12 months of hard work to reach this stage. This group is easily the most diverse one yet with so much of the MIT community represented. And 2022 is the first year where at least 50% of the cohort is made up of women.

Unlike others, MIT delta v is an educational program, 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 continuous mentors this summer in addition to being pitch "coaches" and speakers, sharing the challenges they've faced.

If you are a student, please take advantage of the vast resources at the Trust Center and across MIT. 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 assistance from MIT (especially Deans Schmittlein and Chandrakasan whose stalwart backing for years gives us stability to not just survive but thrive) and the greater entrepreneurship communities, who took time from their busy schedules to work with our teams. 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: Alicia Carelli, Mei Lai, Gilmar Lima, Magali Paoli, Brian Turnbull, and Greg Wymer; incoming MIT student and delta v program manager Dennis Kamara; and our core EIR staff of Kosta Ligris, Susan Neal, and George Whitfield.

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

BEN

DEANS' 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."

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, ten years ago the Trust Center launched FSA (the Founders' Skills Accelerator), the first version of delta v.

This was a unique capstone program that integrated and expanded our expertise in scientific discovery, engineering implementation, management, and, most of all, entrepreneurship.

While delta v warmly welcomes students across all schools, as Deans 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 2022 delta v Demo Day showcase.

This is a special year in that we are coming out of the pandemic and leveraging the new skills of remote work with the irreplaceable value (especially in a craft like entrepreneurship) of in-person instruction, mentorship, and community building. It is also a special year in that we now have 10 years to look back and see the impact this program has had. When put in perspective, the numbers are mind-boggling; hundreds of companies and over \$1 billion dollars raised for students starting new ventures from a standstill.



All of this is quantified in the 10th anniversary report referenced herein, but the main focus of the delta v accelerator is on the personal development of our students who participate in the program. The feedback is most commonly summarized by the phrase "it changed my life." The companies may come and go, but the gift that keeps giving is the highly confident and capable entrepreneurs who continue to solve the world's most important challenges.

For students attending this event today, we earnestly hope you are inspired to integrate entrepreneurship into your MIT 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, and a community with distinctive skills and capabilities. People just like you.

Enjoy Demo Day. 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

10 YEARS of MIT delta v



AN IMPACT STUDY

Our 2021 cohort was the 10th overall to take part in the Trust Center's educational accelerator, making it the perfect time to conduct an in-depth longitudinal study of the impact of delta v on our students, their startups, and the overall and economic impact the program has had. Tremendous gratitude to Professor Daniela Ruiz Massieu, Managing Director of the Instituto Tecnologico Autonomo de Mexico (ITAM) Entrepreneurship and Innovation Center, for leading this research along with her collaborator from ITAM, Professor Claudia Gonzalez-Brambila.

10 COHORTS 181 TEAMS 692 PARTICIPANTS 67% MIT students SURVEY BASED ON 322 RESPONDENTS (47% response rate)

For more details, please visit: ENTREPRENEURSHIP.MIT.EDU/delta-v-10-year-study

OUR VENTURES HAVE BEEN VERY SUCCESSFUL despite this NOT being our primary goal

61% of companies still operating or acquired **63%** of companies have raised money **\$1B** total amount raised (and growing)

PARTICIPANTS WENT ON TO FOUND ADDITIONAL COMPANIES AT A PROLIFIC RATE

130 additional companies started by delta v participants **\$2B+** additional funding raised by these ventures

DIVERSITY HAS BEEN A CORE PRINCIPLE RESULTING IN GROWTH OVER TIME

23% of teams with a woman CEO first 5 years **39%** of teams with a woman CEO second 5 years 55% of teams with a woman CEO in 2022 cohort

DELTA V LAUNCHES TEAMS INTO OTHER ACCELERATORS

38% of teams accepted into private/for-profit programs (i.e., YC, Techstars, MassChallenge)

MISSION-PRINCIPLED STARTUPS

89% aligned with UN Sustainable Development Goals

BUILDS LIFELONG CONNECTIONS

83% of survey participants still regularly in touch with their cohort

EXTREME SATISFACTION AMONG OUR DELTA V ALUMNI

69 average Net Promoter Score (excellent for service industry ratings) based on survey results

MOST COMMON FEEDBACK FROM PARTICIPANTS

"It changed my life!"

These conclusions do not mean the program is perfect. Our research identified in an evidencebased manner areas to be strengthened. We walk our own talk and are constantly experimenting and striving to make the program even better as we enter our second decade.



CASHEX

Digital banking for African communities We help African migrants get their first US bank account and debit card just before arriving in the US, move their savings to the US after arriving, and help with zero-fee remittances when sending money back to Africa.





Kingsley Ezeani HKS MPA '22

Scott Morgan MIT Sloan MBA '23





Screenshot of our iOS app that enables Nigerians to save money in US dollars ahead of their migration.

MIT PARTNERS:

Fuse IDEAS Social Innovation Challenge Sandbox Innovation Fund

8 CASHEX

www.CASHEX.ai

FINTECH



MILESTONES:

Grew our waitlist to over **45,000 SIGNUPS**

Developed a BETA VERSION of our iOS and Android applications

INTEGRATED with Nigerian banking partner

Found US AND UK BANKING PARTNERS

Hired **5 NEW TEAM MEMBERS**



CATALAN.AI

Revenuemaximizationas-a-service for SMBs Most small and medium-sized businesses (SMBs) make pricing decisions using intuition and inefficient methods (the old school way) yielding sub-par profits. However, with recent advances in Machine Learning, such decisions can now be made optimally using data to maximize profits. We bring models for data-driven pricing to millions of SMB owners worldwide, starting with B2C Fast-Moving-Consumer-Goods (FMCG) companies in eCommerce.



Ishaan Grover MIT Media Lab PhD '23



Andres Garza Divij MIT Sloan MBA '22 MIT N

Divij Lankalapalli MIT Math/Comp Sci '24



Democratizing pricing models for everyone.

MIT PARTNERS:

Fuse Sandbox Innovation Fund



www.CATALAN.ai

AI / ECOMMERCE

MILESTONES:

FINISHED FIRST PILOT, quantified value proposition and onboarded 2 other eCommerce SMBs

Signed **3 LOIs** in 2 different countries

BEGAN COMMERCIAL RELATIONSHIP with one of the largest CPG companies worldwide

DEVELOPED THE TECHNOLOGY

to scale our pricing models and visualize metrics on a consolidated dashboard



CONGO CLOTHING COMPANY

Impact never looked so good The Democratic Republic of Congo (DRC) is home to the 21st century's most precious minerals. But this vast wealth fuels armed conflict. As a result, 48 women are raped every hour and survivors are often left to fend for themselves. Worse yet, most consumers with the income to make a difference are disconnected from this reality.

We are unlocking the transformative power of fashion to raise awareness about the issue of rape in war and upskill survivors through our novel C³ impact framework.



Milain Favulu MIT MS Poli Sci '22





Pontificia Universidad Javeriana Boaota '19





Our patterns are reminiscent of the Kuba Kingdom – a 17th century Kingdom that was based in the Southeastern part of today's Democratic Republic of Congo where women were famous for their use of geometric patterns.

MIT PARTNERS:

D-Lab Fuse Legatum Center

HBS MBA '22

www.CONGOCLOTHINGCO.com

FASHION SOCIAL IMPACT

MILESTONES:

Gained over **100 CUSTOMERS**

Added more than **\$10,000** in revenue

Rolled out our B2B offering and SIGNED **4 ORGANIZATIONS** for branded apparel

Developed a new impact framework and fully supported **10 NEW SURVIVORS**

COSMOSII

Custom creations for any universe

Makers are independent craftsmen who want to turn their passion into profit, but struggle with discoverability and lack business experience. These talented artists often fight social media algorithms for reach and track their projects on Post-It Notes, which hinders their growth. Custom goods, projects designed on a client-by-client basis, exponentially complicate these problems. Cosmosii is revolutionizing the custom creation process by connecting artists with customers and providing digital tools to organize their operations. We are starting our journey by helping costume creators unlock their potential in a community we love: cosplay!



Emma Kave MIT Sloan MBA '22





Cassie Lowell Harvard '17





Sampling of the over 120 costume creators (called 'Makers') on Cosmosii. Credits from left to right: Cowbutt Crunchies, CJPropStudios, Nahjra Creations, Nix Cosplay, Bromina, Megan Chambers Designs, Angel Rose Design, JockofNerds, Moonrise Artistry.

MIT PARTNERS:

\$15K Creative Arts Competition MIT \$100K MIT Sloan Sandbox Innovation Fund



www.COSMOSII.com

PASSION ECONOMY MARKETPLACE SAAS

MILESTONES:

Welcomed 866 USERS to the platform and generated revenue

Improved the user experience through 445 FEEDBACK **NOTES**. 27 interviews with customers. and 60+ wireframes

Closed 2 CORPORATE **CONTRACTS** for our corporate pilot program

Hosted in-person and virtual events with hundreds of unique visitors

DAPKEN

Personalized pharmaceutical care for every patient through automation Medications are confusing. Our healthcare system has limited resources and can't provide medication management that meets patients' daily needs. This results in poor health outcomes for patients and unnecessary spending for our healthcare system.

Our scalable technology solution augments the health system's clinical team and provides automated patient education, efficacy and side effect monitoring, and more. This improves clinical insights, patient engagement and satisfaction, health outcomes, and reduces clinician burnout. With Dapken, every patient gets the care they deserve.



 Natalie Park
 Batman Feldm

 York MS '23
 MIT MS SDM '23

 Ohio State PharmD '17
 Boston Univ '13



Saumya Rawat MIT '21 MEng EECS '22


MIT PARTNERS:

I-Corps Fuse Sandbox Innovation Fund Venture Mentoring Service



www.DAPKEN.com

HEALTHTECH

Interactions that take 15 second or less

Based on anticipated daily activities and clinical milestones

Engagements over time

Patients' full medical history, including comorbidities

Text, audio, and video content with 2-way clinical interaction

MILESTONES:

150+ INTERVIEWS

with patients, health systems, health plans, pharmacy benefit managers, and pharmaceutical companies

Signed LOIs with **2 PILOT** pharmacy partners

Developed a modular CLINICAL EXPERT SYSTEM



DAVINCI WEARABLES

Smart underwear harnessing the power of the female cycle with precision measurements

Female athletes aged 16 through 35 have many questions for their healthcare providers regarding fitness habits, cycle, and physical health, but no data to quantify their observations. What if we could precisely measure fitness, cycle, and physical health multiple times per day providing trends via a mobile application empowering females to optimize performance goals based on their female physiology and cycle? Our underwear harnesses the power of the female cycle with precision measurements so athletes can use cycle data to understand and optimize monthly performance goals.



C. Fernandez-Cull Belen Fraile MIT EMBA '22 MIT EMBA '22 Duke PhD '10 Harvard MSc '12



Manisha Mohan Maria Galou MIT MS '17 Lameyer MIT Sloan MBA '21 Sorbonne PhD '97



Nicholas Abate Trevor Fetter MIT CompSci '25 MIT CompSci '22



Edward Betancourt UPR Mayaguez CompEng '10





Our underwear contains an interconnected grid of sensors across the waistline and liner creating a low-resolution 2D and 3D mesh.

MIT PARTNERS:

The Entrepreneur Forum InnovationHQ MIT EMBA (Phil and Fiona) Venture Mentoring Service



www.DAVINCIWEARABLES.com

FEMALE DIGITAL HEALTH FITNESS



MILESTONES:

We **PROTOTYPED** both our software

application and hardware for customer validation

We have interviewed over 300 POTENTIAL **CUSTOMERS** and will be validating our hardware/application product across high schools, collegiate, and professional athletic programs

ERAVERSE



Creating a new era of interaction

Our generation spends a lot of time on social media but our connections there lack depth. Eraverse is a mobile app for students to create and connect with their communities through fun virtual worlds. We're putting the social back into social media!



Jesus Lares MIT Physics/Comp Sci '22



Enrique Avina MIT Comp Sci '22

Marisa Hart Univ of Florida '22



Connect with your world.

MIT PARTNERS:

Marin Soljacic Sigma Nu Trust Center EIRs

20 ERAVERSE

www.ERAVERSE.org

SOCIAL MEDIA GAMING

MILESTONES:

RELEASED our app to MIT

BUILT an Eraverse Discord community, who we talk to every day

Grew our waitlist to 500 PEOPLE





KINO

Helping Filmmakers move faster to craft magic

After a film shoot wraps, it takes weeks to manually prepare the footage before editing can begin. Backing up data, labeling and sorting shots, syncing audio and visual feeds, removing sound artifacts – there are countless essential processes hidden behind every production. And for both indies and massive studios, a single organizing misstep can delay a project by months.

Kino makes media management automatic. Unlike other platforms that host this organizational work, Kino tools eliminate the work. Not weeks, minutes. No confusion, no delays. Powered by AI.





Lucas Igel MIT Comp Sci '22

22 KINO

Wesley Block MIT Mat Sci & Eng '22

KINO



Organize your footage

Kino has a lightweight interface that allows the user to review files and supervise an automatic metadata labeling process.

MIT PARTNERS: Arts at MIT

CSAIL

www.TRYKINO.com

FILM TECHNOLOGY ARTIFICIAL INTELLIGENCE MEDIA

MILESTONES:

BUILT PRODUCT DEMO with multiple core features

15 CREATORS signed up for pilot

MINIMAL FOOTPRINT means no one's workflow gets disrupted

Launching pilot in **FALL 2022**

with Kino.

KINO 23

Helping women prioritize their social lives

Making friends as an adult is hard. Livvi is here to help.

Livvi is a social discovery app for women that helps them find social circles as they enter new stages of life such as joining the workforce or moving to a new city. As our post-pandemic world becomes even more virtual and workfrom-home becomes normalized, women are left with less structured spaces to socialize. Livvi bridges this gap by matching women in compatible groups of 4-6 and nudges them to meet in-person. Women have more fun together, and Livvi provides a safe and effective way to enhance their social lives.



Anisha Ouadir MIT Sloan MBA '23 HKS MPP '23 Middlebury '17





Madeleine Coonev



livvi

1 algorithmic small group matching

- (2) recommendations for in-person meet-ups
- 3 fun user profiles that focus on personality, generating true connection points between women



MIT PARTNERS:

Sandbox Innovation Fund Venture Mentoring Service

24 LIVVI

www.LIVVI.app

SOCIAL NETWORKING



MILESTONES:

300+ women signed up to participate in our pilot testing

1.500+ women currently on our waitlist

20+ successful compatible group matches

500+ data records informing group compatibility algorithm



MESOPHASE

Surface engineering for energy efficiency

Mesophase designs revolutionary surfaces inspired by nature. Our technology's extraordinary heat transfer and anti-corrosion properties have extremely broad applicability: improving energy efficiency, eliminating scaling and fouling, and preventing corrosion in ovens, power plants, and anything in between.





Michael Gangemi MIT Sloan MBA '22



MESOPHASE



Patent-pending hybrid-coating technology durably anchors polymers to repel water and improve energy efficiency.

MIT PARTNERS:

15.366 Climate & Energy Ventures Device Research Lab MIT \$100K MIT Climate & Energy Prize MIT Water Innovation Prize Sandbox Innovation Fund



www.MESOPHASE.org

ENERGY COOLING

MILESTONES:

Completed more than **100 INTERVIEWS** with power plant managers, oil & gas professionals, OEMs, HVAC engineers and more

FINALIST in internal Shell innovation competition

Initiated COMMERCIAL **PILOT** discussions with 3 partners

Validated 700% **HEAT TRANSFER** efficiency and **100X CORROSION** resistance improvements





MOSHION

An AloT system for pressure injury and fall prevention

Pressure injuries and falls cost US healthcare \$61 billion per year. Moshion is a pressure injury and fall prevention system designed to personalize care while empowering nurses. Using real-time sensor data and the power of Machine Learning, the system performs patient risk analysis to prevent these lifethreatening events. We have the expertise, passion, and advisors needed to make pressure injuries and falls a thing of the past.



Kate Tvshchenko MIT MS IDM '22



MIT MS IDM '22

Hannah Oh

Jonathan Zhou MIT MS IDM '22





An AI-assisted scheduling system for personalized care.

MIT PARTNERS:

I-Corps IDM MIT \$100K **PKG Center** Sandbox Innovation Fund Venture Mentoring Service



MOSHION.care

HEALTHCARE ΔΙ



MILESTONES:

Conducted over **150 CUSTOMER** DISCOVERY INTERVIEWS

Partnered with 4 HOSPITALS and **3 SENIOR CARE** FACILITIES

Built an ADVISORY **BOARD** of respected clinical experts, key industry leaders, and regulatory consultants

Validated key technology for PROOF-OF-CONCEPT



MULTITUDE INSIGHTS

Intelligent tools for public safety

Multitude Insights builds intelligent tools for public safety. Our first product, BLTN ("bulletin"), automates information sharing between police departments. Police using BLTN are more efficient, save on labor costs, and solve crimes more quickly. Officers can easily share information with other departments on the platform or quickly reach out for help on crimes they're unable to solve. NLP technology scans through reports and surfaces the most relevant information to each user. This cuts down on manual coordination over email/phone, increases overall coordination and informational accuracy, and speeds case closure rates.



Matthew White MIT Sloan MBA '22 Harvard MPA '22 Gonzaga '11



Alexander Lim

Akihiko Izu

Gakushuin '11

MIT Sloan MBA '22

Univ Tokvo ID '13



Meagan Jens Nanyang Tech Singapore MIT CompSci '22





Welcome to the BLTN App. Users upload bulletins, crime information, reports, and more to this dashboard. BLTN intelligently links officers working on similar crimes, alerts officers to collaboration opportunities, and speeds up the investigation process.

MIT PARTNERS:

Dasein Capital E62 Fund MIT \$100K **Rough Draft Ventures** Venture Mentoring Service



www.MULTITUDEINSIGHTS.com

SAAS GOVERNMENT SECURITY

MILESTONES:

6 POLICE DEPART-MENTS using the BLTN platform as part

of our live Beta test: 5 local departments, 1 school and 1 state-level entity

5 MAJOR FEATURE

RELEASES this summer in response to Beta customer requests

2 ENGINEERS HIRED

to speed up product development prior to our Fall launch



OASIS

Helping healthcare providers uncover and act on previously undiscovered social needs

Social determinants of health (SDOH), such as food insecurity, can impact up to 80% of a person's health. Healthcare providers are increasingly incentivized to help, hoping to avoid poor health outcomes and high cost of care. However, they are ill-equipped to act due to staffing shortages and clinical workflow disruptions.

At Oasis, we are enabling providers to efficiently identify and address patient social needs at scale.





Melanie Ferreira MIT Sloan MBA '22 NYU '14

Jiahui Zhang Wellesley '23





OASIS

Our solution includes (A) an automated SMS screener for patient social needs, (B) self-serve social resource quidance for low-risk patients, and (C) care coordinators for high-risk patients.

MIT PARTNERS:

Fuse MIT \$100K Pitch2Match Sandbox Innovation Fund Venture Mentoring Service



www.OASISTOGETHER.com

HEALTHCARE

Destigmatizing for the patient

MILESTONES:

Conducted 230+ INTERVIEWS with Accountable Care Organizations, social service organizations, patients, and health plans

Engaged in **2 PILOT** CONVERSATIONS

with customer leadership teams

Designed and demo'd SMS PROTOTYPE

OASIS 33

ONTOLOGIC

Focus on the science. not the setup

In cutting-edge research, large datasets require custom code to analyze and integrate. However, there is currently no way to easily reuse shared code or data, so researchers waste time re-inventing the analysis wheel for previously published work, which holds back scientific innovation. Ontologic's platform helps researchers analyze, share, and reuse data and code. It packages user-generated code that can run on the cloud with the click of a button. By making collaboration easier, we accelerate discovery.



Danielle Orozco Cosio MIT Brain & CogSci PhD '22, Bio '14

Georgia Tech '11



Eli Pollock MIT PhD Brain & CoaSci PhD '22 UPenn '16



Joyce Wang MIT Brain & CoaSci PhD '22 Duke '15



We make code and data *reusable*, not just *available*



Ontologic's Research Exchange Platform accelerates scientific collaboration by automating the technical setup for code and data reuse.

MIT PARTNERS:

Department of Brain and Cognitive Sciences E14 Fund Sandbox Innovation Fund Venture Mentoring Service



www.ONTOLOGIC.ly

SOFTWARE BIOTECHNOLOGY



MILESTONES:

Satisfied researchers at 5 UNIVERSITIES: MIT, Vanderbilt, Emory, Duke, and UCSD

Packaged popular data pre-processing tools and intra-lab analyses to shorten iteration speed for exploratory research

5 CUSTOMERS

signed letters of intent to pay for product launch in 2023



OUR KAIA

Ayurveda inspired period wellness

Period cramps are a painfully large problem – 90% of people who menstruate experience period cramps globally. Most people simply live with the pain or use relieving techniques that either damage their health or compromise their independence as they are bedridden. Dot. by Our Kaia is the first natural, Ayurvedic, non-invasive roll-on solution that helps soothe period discomfort. We are on a mission to create a community of empowered people who can take charge of their period wellness.



Kiran Sharma Rutgers '18



Dinuri Rupasinghe MIT Aero/Astro '24









Dot. by Our Kaia helps soothe period cramp discomfort–a safer solution to a common problem.

MIT PARTNERS:

Sandbox Innovation Fund



www.OURKAIA.com

HEALTH & WELLNESS PERSONAL CARE FEMTECH

allnatural ingredients

MILESTONES:

175% INCREASE

in website traffic through content and digital marketing strategy

Conducted over **600 INTERVIEWS**

COLLABORATED with MIT undergraduate admission and menstrual wellness committee

DEVELOPED RELATIONSHIPS

with a US-based manufacturer and secured key components for R&D





PAIRA

Proactively developing adolescent mental **fitness**

Each year approximately 1 in 6 (~2.5 million) adolescents create a detailed plan to commit suicide, and 1 in 12 actually try to. Something is wrong with how we handle adolescent mental health. We believe it is due to a lack of proactive guidance that builds fundamental psychological capital.

Rooted in behavioral science, PAIRA helps adolescents build mental fitness by developing resilience, productivity, and positive self-care habits.



Soyoung Park Wellesley '23



Harvard '22

Saul Holding



Aden Jaeger Southern Cal '24



Boston Univ '25



Chris Read Harvard '17



Bryan Wang MIT Sloan MBA '22 Duke '16

P A R A



Our solution: providing the proactive preventative education that every student needs.

MIT PARTNERS:

15.378 Building an Entrepreneurial Venture **StartMIT**



www.PAIRAHEALTH.com

EDTECH **MENTAL HEALTH**



MILESTONES:

Conducted over **100 INTERVIEWS** with Head of schools, high school students, counselors, experts in positive psychology, and parents

Built product PROTOTYPE

COMPLETED A PILOT program with 6 customers

Launching a pilot with a **HIGH SCHOOL** in Fall 2022



PHARMOR

Protecting microbes so they can protect the planet

We protect biofertilizers from processing stressors, enabling sustainable, bountiful food production.

Microbes in the soil are nature's fertilizer, helping plants thrive. Current farming practices kill these microbes, and efforts to develop microbial fertilizers to replenish the soil fail because those microbes have been impossible to manufacture, until now. Pharmor coatings are inexpensive, easy-to-apply protective shells that enable the production and transport of these essential microbes, enabling food security and sustainable agriculture.





Steph Allison-Logan Barathkumar Univ. Melbourne PhD⁷20 **Baskaran** MIT ChemE PhD '25 Oueen's Univ MS '15 Dalhousie '12 Wash U St. Louis '20



Beniamin Burke MIT ChemE '23



Ariel Furst Thomas Gill Cal-Berkeley Post-Doc '19 Stanford PhD '21 CalTech PhD '15 Villanova '16 Univ Chicago '10



CalTech PhD '13 Illinois. Urbana-Champaign '08





Pharmor coatings keep microbes alive in inhospitable conditions.

MIT PARTNERS:

Course X (Chemical Engineering) Deshpande Center Future Founders Program I-Corps Materials Research Lab MIT.nano

40 PHARMOR

www.FURSTLAB.mit.edu

AGTECH

MILESTONES:

Developed a BUSINESS PLAN

Lined up our first **10 CUSTOMERS**

Solidified our BEACHHEAD MARKET

no coating



SKINFLUENCE

Curating skincare through Al

Skincare is over a \$100 billion industry growing at 5% annually. Yet consumers express dissatisfaction with product efficacy, skin reactions, and cognitive overload with product offerings. They're struggling to know which products are most compatible with their unique skin needs. At Skinfluence, we're empowering women to make informed skincare purchases through predictive analytics.

With over 20,000 different products on the market, we help women navigate the landscape to find products that make them feel great in their skin.





Yasmin Badr MIT Sloan MBA '22 Tufts '16

SKINFLUENCE



Redefining skincAIre through a mobile application that enables users to scan and match with compatible products.

MIT PARTNERS:

MIT Sloan Sandbox Innovation Fund Venture Mentoring Service



www.SKINFLUENCEUS.com

SKINCARE ΑΙ



MILESTONES:

Interviewed over **90 PEOPLE** including consumers, estheticians. and dermatologists

Launched our **PILOT** to gather and analyze data

Developed a lookalike CLUSTERING ALGORITHM



SOMETHING BRAZEN

The professional community for millennial women We help millennial women find their professional community. Women make up 58% of college graduates and almost 50% of the workforce in the United States. Yet, 60% of millennial women experience professional isolation and loneliness. Something Brazen exists to meet their needs. Our initial offering features in-person professional support groups of 5-7 women guided by trained facilitators. These curated communities work through challenges, milestones, and transitions as they progress in their careers.





Megan Krishnamurthy MIT Sloan MBA '22 GWU '15

Hannah Rose Potter MIT Sloan MBA '22 Stanford '16



MIT PARTNERS:

Fuse MIT Fintech Innovation Prize Kickstarter Grant Sandbox Innovation Fund



www.SOMETHINGBRAZEN.com

PROFESSIONAL SERVICES COMMUNITY

MILESTONES:

INTERVIEWED **150+ WOMEN** in our user group

CURATED 6 EVENTS with dozens of women to refine venture

DESIGNED PAID **PILOT** to launch in Fall 2022

Grew waitlist to 250+ USERS



VIZUARA

Interactive. personalized digital textbooks for schools

Even in this digital era, 80 percent of the schools use primitive teaching content. Digital classrooms are mere internet versions of conventional classrooms. Students are not engaged and teachers are unhappy. At Vizuara, our single mission is to deliver the highest quality 3D, gamified, AR/VR augmented digital content to schools. We make it easier for schools to transition to digital learning through curriculum alignment, seamless integration with the school's learning management system, and teacher training modules. The result: teachers become super teachers and students become better learners.



Anisha Rao Wellesley '23



Raiat Dandekar Purdue PhD '22



Sreedath Panat

MIT PhD Mech Eng '22

Raj Dandekar MIT PhD Comp Sci '22





Vizuara Teacher and Student portal: When a school partners with Vizuara, teachers can use our high-quality digital content to teach in class. When students go home, they can review what they learned in class and also take personalized assignments.

MIT PARTNERS:

Sandbox Innovation Fund



www.VIZUARA.com

EDUCATION

MILESTONES:

4 PILOT STUDIES

secured with Indian school chains (25+ schools in each chain)

200 INTERACTIONS

with students, parents, teachers. school owners, and directors

BUILT an end-to-end solution for product integration with school: teacher and student portal





Victory over **Type2** Diabetes

We are team Vizzhy. Vizzhy means victory, the victory over diabetes, which affects a half billion people on earth. Traditionally diabetes has been managed symptomatically by controlling sugar levels using medications, which leads to lifelong complications from head to toe.

Vizzhy addresses the root cause of diabetes, the insulin resistance, using its proprietary AI model, which matches CGM data to the individual response to food and lifestyle resulting in a precision nutrition and diabetes remission care plan incorporating life and behavioral changes to reverse diabetes.



Sebastian Barriga MIT Sloan MBA '22



Harsha Vardhini Nitchee Nitchakorn Pogunul Srinivasalu Tangsathapornpanich MIT Sloan MBA '22 MIT MS SDM '21



Pogunulu Srinivasulu Vishnu Vardhan MIT Sloan MBA '19



Parth Biswas Lindsav Carev MIT Sloan MBA '22 Deerfield Academy '23



Juliet Wu Enloe High School '23





VIZZHY



World's first full-stack diabetic reversal program

MIT PARTNERS:

Legatum Center Media Lab MIT \$100K Sandbox Innovation Fund



www.VIZZHY.com

HEALTHCARE **CHRONIC HEALTH DIGITAL HEALTH**



MILESTONES:

LOI from **16 DOCTORS** in India

Interest from **INDIAN ARMY**

MOU with India's op university to co-develop CGM sensor (first CGM from India) and insulin sensor (first in the world)

COLLABORATION WITH KDCH AND AIIMS to build Al algorithms for Nutrigenomics and Precision nutrition for Indian population



ZUMMA

Guiding Latin Americans through their financial journey from **Financial planning** to smart investing

Zumma is a money management platform that guides Latin American underrepresented groups through their financial journey from financial planning to smart investing, starting with women. With Zumma, people will be rewarded for taking good financial behaviors, manage and track their finances, and save and invest in personalized portfolios (including bonds, mutual funds, ETFs, and alternative investments) in order to reach their financial goals.



Fernanda de la Colina Tecnológico de Monterrey '19



Daniela Lascurain **Marinelle Piñate** Univ Iberoamerican MIT Sloan MBA '22 Univ. Florida '13

Mexico '17

LBS '22



Carolina Veneros MIT Sloan MBA '22 Pontificia Univ Católica de Chile '15





MIT PARTNERS:

Legatum Center MIT Fintech Conference Pitch Competition MIT Fintech Innovation Prize Sandbox Innovation Fund



www.TUZUMMA.com

FINANCIAL SERVICES

MILESTONES:

HIRED 3 new team members

PARTNERSHIP

with a Mexican broker-dealer and working on a partnership with a US broker-dealer

Working on a FINANČIAL ADVISOR LICENSE in Mexico

Developed BETA VERSION of web MVP



ENTREPRENEURS IN RESIDENCE

ADVISING STUDENTS ON STARTUP LIFE



JENNY LARIOS BERLIN is an EIR at the Trust Center, a Lecturer at MIT Sloan, and the co-lead of delta v. Jenny was the co-founder and Chief Operations Officer for Optimus Ride, an MIT spinout, who deployed safe, sustainable, and equitable autonomous mobility solutions through shared and electric vehicle fleets. Jenny also partnered with others in the MIT community to co-found and advise limeSHIFT, another MIT spinout, a socially-driven creative agency working at the intersection of business, community, and art. Prior to her entrepreneurial endeavors, Jenny was entrenched in the car sharing technology industry, leading operations teams at Zipcar, Flexcar, and Hertz.



BEN SOLTOFF is the co-lead of delta v, and an EIR and the Ecosystem-Builder in Residence at the Trust Center. He's the point person for all things climate tech and manages TEX-E, a partnership between Boston and Texas to train entrepreneurs tackling the energy transition. Prior to MIT, Ben was the Environmental Innovation Manager at the Yale Center for Business and the Environment (CBEY) and the Environmental Innovation Fellow at the Tsai Center for Innovative Thinking at Yale (CITY). He has been part of several environmentally relevant startups, ranging from a social enterprise in Mexico installing off-grid solar to a hardware company in Silicon Valley building energy-efficient ovens that cook with light.



PAUL CHEEK is a serial tech entrepreneur, software engineer, a Lecturer at MIT Sloan, and the Executive Director and an EIR at the Trust Center. 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.



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.



SUSAN NEAL is an EIR at the Trust Center, and an entrepreneur and senior executive with over 20 years of experience in eCommerce/digital, marketing, technology, and product development. In the role of CEO/co-founder, she led the launch, growth, and sale of ATACAMA, a revolutionary 3D microfluidics technology company with product applications in the apparel, healthcare, and CPG industries. Prior to that, she worked for Tailored Brands, a \$2.5+ billion specialty retailer of men's apparel, and at Gymboree, a US-based children's apparel manufacturer and retailer.



GEORGE WHITFIELD is a serial entrepreneur with three degrees from MIT, a BS in EECS, and an MEng and PhD in MSE. As an EIR at the Trust Center, George draws upon his experiences in innovation-driven entrepreneurship, engineering, and student life. His interdisciplinary career spans computational aspects of eCommerce, fintech, robotics, transportation, renewable energy, and nanotechnology. Today, George is the co-founder and CEO of FindOurView, which is extracting insights from consumer reviews and conversations to help companies do product research using AI and machine learning. He was also Director of Simulation at Nucleus Scientific, and co-founded and was CEO of SunPoint, a solar tracking company.



SPEAKERS AND MENTORS

LEARNING FROM EXPERIENCED ENTREPRENEURS

Thank you to our quest speakers and team mentors for generously giving of their time and talent this summer.

Zann Ali 2048 Ventures Frazer Anderson Vestigo Ventures **Emily Batt** Pillar VC **Colin Beirne** Two Sigma Ventures Adam Blake Telescoped Mac Cameron MIT Makerspaces **Rowland Chen** The Silicon Valley Laboratory Stephanie Connaughton Mentor & Advisor Michael Cusumano MIT Sloan Trilochan Das Mentor & Advisor Nav Deol Mentor & Advisor **Jennifer Davis** Techstars Michael Divine Fenwick & West Jeff Erickson Forecastr Brad Feld The Foundry Group David Frankel Founder Collective Kit Hickey MIT Future Founders Initiative Anders Hill StartEngine Florian Hillen VideaHealth **Jason Jay** MIT Sustainability Initiative Kevin Johnson MIT Sloan

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CAMPUS PARTNERS

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

\$15K CREATIVE ARTS COMPETITION

Annual contest to foster arts-focused startups at MIT arts.mit.edu

D-LAB

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

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

THE ENTREPRENEUR FORUM

A member of the Trust Center, the eForum provides practical programs for any startup founder who's ready to succeed theeforum.org

FUSE

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

I-CORPS

National Science Foundation program offering training for researchers considering a startup icorps.mit.edu

IDEAS SOCIAL INNOVATION CHALLENGE

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

WE DON'T DO THIS ALONE

INNOVATIONHO

Providing a home for MIT's thriving community of innovators and entrepreneurs ihq.mit.edu

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

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

VENTURE MENTORING SERVICE

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

CAMPUS PARTNERS 55

HOLDING TEAMS ACCOUNTABLE TO MILESTONES

CASHEX

Andy Agaba Hiinga David Birnbach NASDAQ Vered Frank Seeds Investor Sandy Lacey Perkins School for the Blind Seth Maerowitz VISE Larry Nath PIT Partners Brad Peterson NASDAO Matt Rhodes-Kropf Tectonic Ventures Kristine Van Amsterdam New Eyes for the Needy

CATALAN.AI

Franklin Angulo Squarespace Ed Hallen Klaviyo Dennis Lally Abound Health Judy O'Connell Champlain Partners Vincent Ponzo Amazon Web Services **Caroline Sherman** Salesforce (Tableau) Colin Webb Sauce **Charles Whittingham** Whittingham Consulting

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KIND

David Anderton-Yang Voomer Kirk Arnold General Catalyst Alexandre Bess Aledade Michael Farid Sweetareen Sharon Mussalli BDG Mark Newhall MIT Sloan Privanka Shekar Bose

LIVVI

Jinane Abounadi MIT Sandbox **Ricky Ashenfelter** Spoiler Alert Stephanie Connaughton Consumer Innovation Fellow Michael Divine Lendshift Suzanne Oakley NE CFO Strategies Shawna Slack Genesis Advisors Scott Stern MIT Sloan

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Ali Kamil Wise Systems Ken Kwak TrustedXChange Dip Patel CTO **Prem Sharma** *daytoday.health* Brian Singer Nobl9 Inc. Alok Singh Dell Technologies **Janet Wu** Bloomberg Chris Zannetos Covered Sec

OASIS

Danielle Capalino Corp. Cons. Teddy Cha pulseData Svafa Gronfeldt MIT Gabrielle Haddad Sigma Ratings Gail Marcus Hofstra Edward Melia Evolution Global Lara Metcalf Social Ent. Fund Chris Moses Aledade Jolly Pradhan Consultant

ONTOLOGIC

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ENTREPRENEURSHIP.MIT.EDU/HV/F

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PAST TEAMS

2012

Arsenal Health Depict Infinite Analytics LiquiGlide Loci Controls Optimix Peddl Soko Wecyclers WiCare

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

2015

Confer Health Emma Humon Khethworks Ori Spyce Tekuma VSParticle Woobo

2016

Alfie Armoire DeepStream Emerald Factory Shop FleteYa **Hive Maritime** Kumwe Logistics Lean On Me Leuko Labs Perch Rendever Ricult Solstice Initiative uLink Vectorly

2017

Alba **Biobot Analytics** Blockparty Bloomer 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

2018 Aavia

AdaViv AirWorks Akora Below the Fold Buddy Centaur Labs Chord Context Insights daytoday Floating Point Group Function of Beauty Gataca Iterative Scopes Levio Moving Health Pluto Posh Rune Secure AI Labs Spaceus Swappl TracFlo VideaHealth Waffle

Weven

10 YEARS OF DELTA V

2019

Abound Acoustic Wells Atem Auggi Boom Easel Elemen Hardworkers Haystack Ag Haystack Health Insanirator Live Sports Markets Lynx Mantle Biotech Nextiles Ocular Technologies Precavida Quantifai Season Three SirMixABot Spatio Metrics TireTutor Viridis WellNested

2021

Almond Fintech Carestry Empallo Fit for Everybody Havvi Fitness Hibiscus Monkey Hyperfan Invictus BCI Ivu Biologics KickbitApp LA FIRME Pelicargo Project Restore Us Project Us Rivet Robigo Sidewalk Stack Surge Employment Solutions Underdog Coaching

2020

Aimvest Technologies AuraBlue Contack E-Fish Floe Let's Get Set MomMe MYAVA NRICH Preloved qBraid Respezy Thiozen TORSSO WellMode