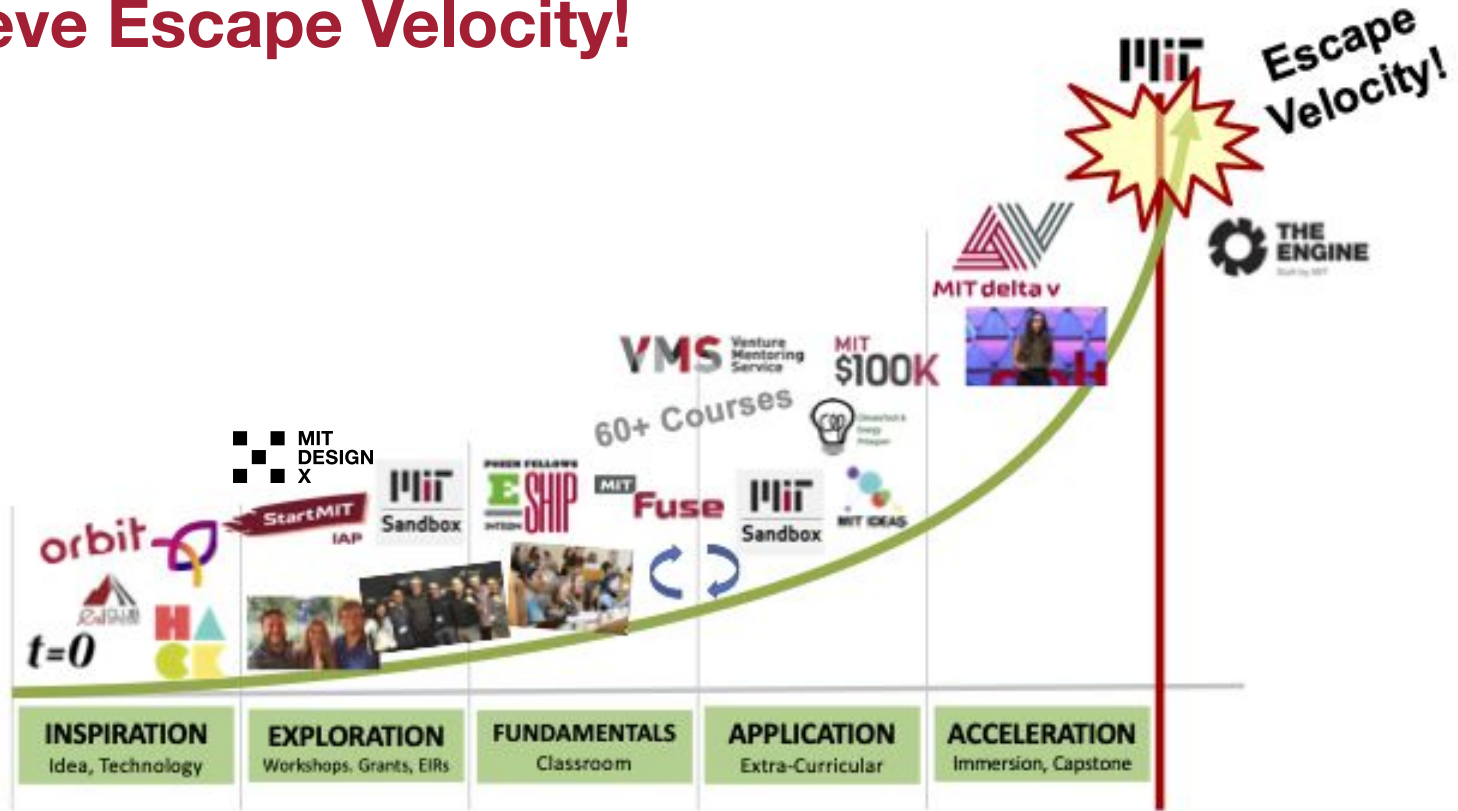




delta v is the capstone entrepreneurship experience for MIT students

Achieve Escape Velocity!



What is delta v?



delta v is MIT's cohort-based summer startup accelerator

Goals:

- Confirm that you're working with the right team
- Accelerate startup process and development
- Build skills and broaden professional network
- Develop as an individual entrepreneur



What is delta v?



delta v is MIT's **cohort-based** summer startup accelerator

Goals:

- Confirm that you're working with the right team
- Accelerate startup process and development
- Build skills and broaden professional network
- Develop as an individual entrepreneur



Home of  MIT delta v





MIT delta v

**2022
COHORT**

22

TEAMS

65

STUDENTS

WOMEN

55%

MEN

45%

2.95

AVERAGE
TEAM SIZE



Massachusetts
Institute of
Technology



MARTIN TRUST
CENTER FOR MIT
ENTREPRENEURSHIP

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

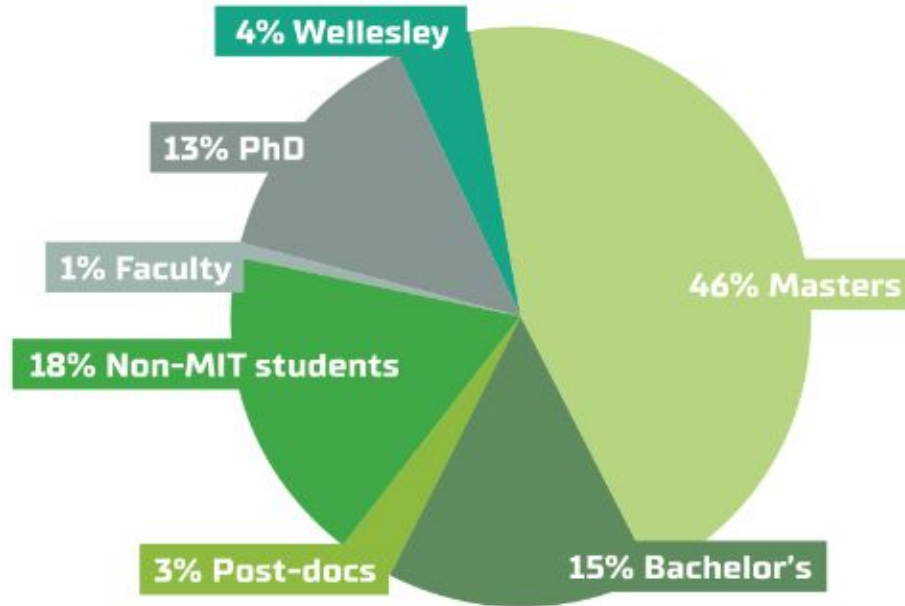


PROSTHETICS

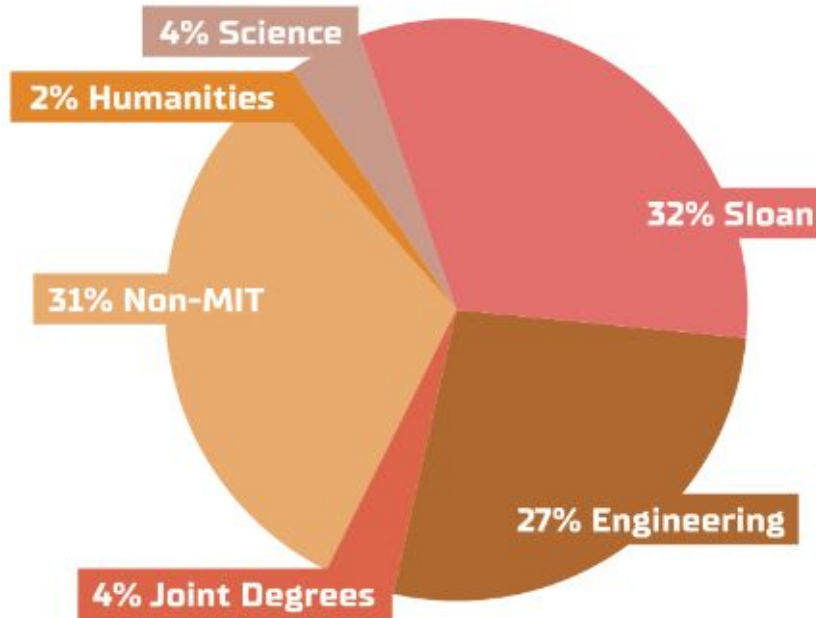


SUPPLY
CHAIN

DEGREES



SCHOOLS



Benefits



- Intensive and customized coaching at the individual and team level
- Deeper development of personal entrepreneurial skill set
- Broaden professional network with boards, speakers, mentors, and advisors who are leaders across national startup ecosystems
- Learn from peers and build a lasting community
- A little bit of money (more on this later)
- Exposure from our Demo Day events
- Safe environment created by the Trust Center honest broker approach



NYC Startup Studio

MARTIN TRUST CENTER
FOR MIT ENTREPRENEURSHIP

- Access to startup ecosystems NYC leads in, including: FinTech, Real Estate Tech, Fashion Tech, Creative Arts, Ad Tech, Media
- Robust corporate ecosystem; home to more Fortune 500 companies than any other U.S. city (e.g., JPMorgan, Amex, Time Warner, Ralph Lauren)
- Support of MIT alumni (10,000+) in the NYC area
- Second largest VC market in the US



Program Outline



June

Customer Focus

Program Outline



June

Customer Focus

July

Product Focus

Program Outline



June

Customer Focus

July

Product Focus

August

Business & Finance Focus + Pitch Readiness

Program Outline



June

Customer Focus

July

Product Focus

August

Business & Finance Focus + Pitch Readiness



SEPTEMBER CAMBRIDGE DEMO DAY!

Program Outline



June

Customer Focus

July

Product Focus

August

Business & Finance Focus + Pitch Readiness



SEPTEMBER CAMBRIDGE DEMO DAY!

Sep/Oct

NEW: Optional Fundraising Extension

Program Outline



June

Customer Focus

July

Product Focus

August

Business & Finance Focus + Pitch Readiness



SEPTEMBER CAMBRIDGE DEMO DAY!

Sep/Oct

NEW: Optional Fundraising Extension



OCTOBER INVESTOR DAYS IN NYC AND SF

Program Outline



June

Customer Focus + Rapid Acceleration Week

July

Product Focus

August

Business & Finance Focus + Pitch Readiness



SEPTEMBER CAMBRIDGE SEMI DAY!

Sep/Oct

NEW: Optional Fundraising Extension



OCTOBER INVESTOR DAYS IN NYC AND SF

Meeting you where you are... Every week!



Weekly Goal Setting

Gain accountability from your pod in weekly goal setting sessions.



EIR Office Hours

Coaching from in-house and visiting EIRs is available to all weekly.



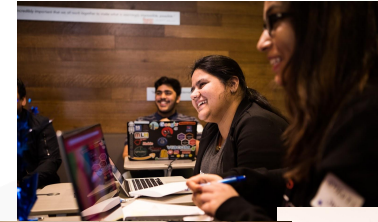
Workshops & Guest Speakers

Learn skills & tactics as well as hear stories from experienced founders.

Typical Week in delta v



Monday	Goal Setting Meeting
Tuesday	EIR Office Hours, Social Activity
Wednesday	EIR Office Hours, Guest Speaker
Thursday	Guest Office Hours, Weekly Wins
Friday	No Programming
<ul style="list-style-type: none">+ Monthly Board Meetings+ Lots of Demo Day Prep in Late August	



Program Components

Week 1 Rapid Acceleration Program

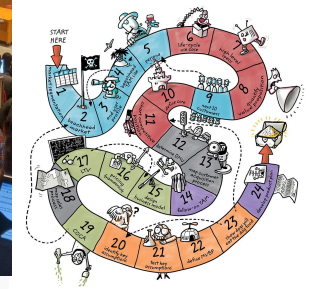
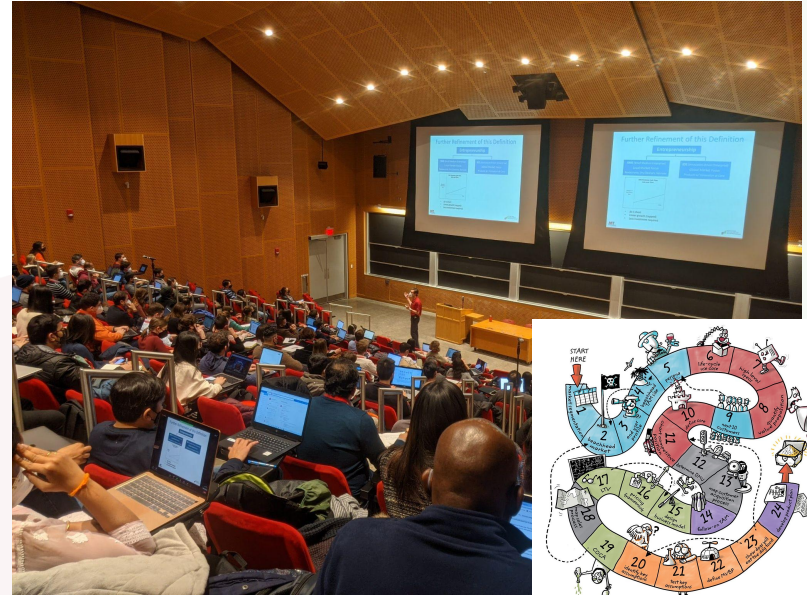


Exclusive to delta v 2022, the week 1 rapid acceleration is called the **Entrepreneurship Development Program**.

This opportunity will best prepare you for a successful summer. This intensive week is scheduled to include:

- Comprehensive startup curriculum
- Nightly simulation labs with mentors
- Networking with global senior executives

Be prepared to question all of your assumptions and plan for the summer ahead!



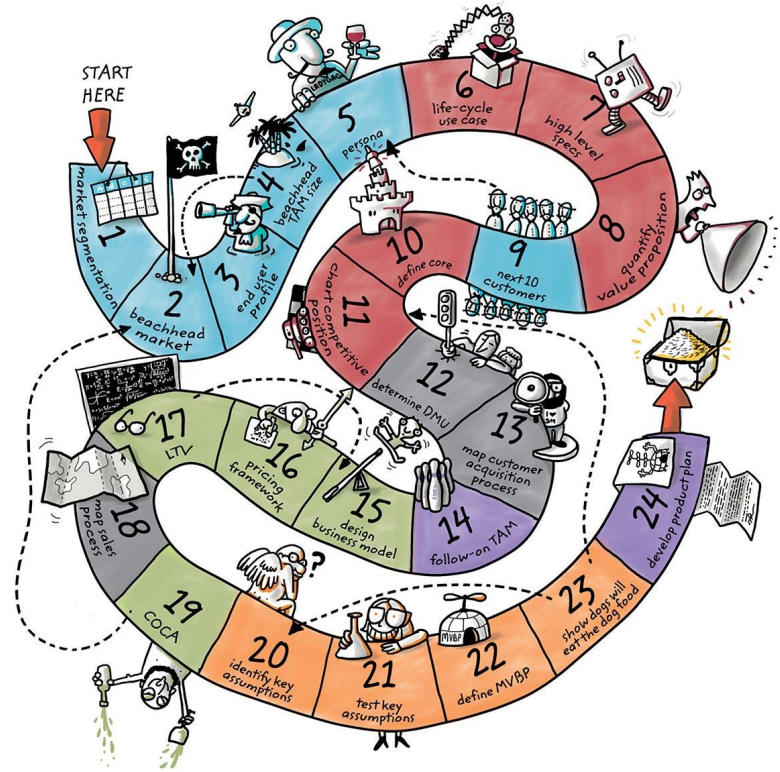
Pre-Program Bootcamp

Students who have not taken 15.390 and accepted non-MIT participants take part in a Disciplined Entrepreneurship bootcamp.

Covers:

- Life of an Entrepreneur
- Disciplined Entrepreneurship
- PMR
- More as requested...

All are welcome for a refresher!



Guest Speakers & Workshops



Hear from and work with current founders and delta v alumni to get stories and skills. Many guest speakers & additional mentors support you via additional office hours.

Example Workshops:

- PMR
- Sales Tactics
- Team Building
- Fundraising
- Board Management
- Hiring



Mock Board Meetings

Each team is matched with a custom, curated “Mock Board” for the summer that simulates your board of advisors.

- 7-10 experience executive leaders from relevant startups, ecosystems, and faculty
- 1x board meeting per month focused on specific topic
- Evaluated based on each month’s rubric

Learn to communicate progress & milestones succinctly and effectively with senior executives.



delta v Board Meeting #1 June 25, 2020 Evaluation Criteria – Theme: Customer

Venture introduction Crisp introduction about the team's venture, and why this is important and exciting Notes:	Segmentation* Logical segmentation of the market, supported by data from primary and secondary market research Notes:	Beachhead Market* Logical choice of initial beachhead market with a reasonable TAM, supported by primary and secondary market research & hypothesis testing Notes:	Personas* Deep understanding of buyer & user personas (end users, economic buyer, champions, influencers, veto powers). Good understanding of buying process. Notes:	Full life cycle use case Clear understanding of full life cycle use case / customer journey map, and well understood value chain. Notes:
V-, V, V+	V-, V, V+	V-, V, V+	V-, V, V+	V-, V, V+
Proposed Solution Well thought out high level solution description (i.e., brochure) that solves the problems presented. Clear & compelling value proposition and customer benefits hypotheses. Notes:	Competitive advantage Clear and compelling explanation of how the solution is different and better than the competition. Notes:	Use of funds Clear communications of next steps and use of funds until the next board meeting. Notes:	Team process* Clearly defined roles & responsibilities with well-understood org chart. Good team dynamics. Notes:	Overall The team managed the board meeting effectively from a communications, Q&A and time management standpoint. Notes:
V-, V, V+	V-, V, V+	V-, V, V+	V-, V, V+	V-, V, V+
OVERALL SCORE (0-100)–meeting the customer theme (\$ allotment 6K) *weighted heavier than other boxes The team is eligible for an additional \$1K for participation in ECC program. This will be measured by the ECC team separately from the board.				

Engineering & Sciences Benefits

*For relevant, eligible delta v teams **



Lab Space

Access world class lab space that meets your needs throughout the delta v summer program

Materials

Limited materials will be made available to support your team's project during the summer

Subject Matter Experts

A team of various subject matter experts awaits your toughest questions and challenges

And more...



Social & Cohort Building

We invest in building the cohort by hosting social outings and events and we expect you to do the same throughout the summer.

Example Events:

- Boston Harbor Cruise
- Board Member BBQ
- Charles River Kayaking
- Cohort Dinners
- Mystery Nights
- And more...





Cambridge Demo Day

The best day of the year at the Trust Center, Demo Day is your opportunity to present your work to an audience of 1,000's.

Audience Includes:

- Investors
- Potential Hires
- Press
- Students
- Faculty
- And more!





Omg so excited today's the day delta v is finally here!



NEW: Optional Fundraising Extension



Make the transition from delta v to a sustainable business. Spend September and October preparing part-time, remotely for the fundraising process. Runs through late October.

Benefits:

- Weekly fundraising-focused programming
- Mock investor meetings
- Pitch to investors at Demo Days in NY and SF

Topics:

- Funding sources and valuation
- Amount to raise, milestones, and data room
- Finding investors and the process with them



Additional Program Components



- Personal Development
- Weekly Wins
- External-Facing Networking Events
- Pitch Practice

Trust Center Funding

Program Funding

Individuals

MIT students listed on the application are eligible for a fellowship of \$2,000/month for 3 months (\$6,000)

Team

Each team is eligible to earn up to \$20,000 equity-free for their startup

Don't apply for the money. Apply to get coaching and customized content!



Key Agreement

Full-Time. In-Person. No Double Dipping!

Joining delta v requires a full-time commitment to the program and your startup for the summer.

You can not enroll in a second accelerator program at the same time.

MIT Sandbox, Legatum, and other MIT grants are accepted and encouraged!



**Full-Time. In-Person.
No Double Dipping!**

ATTENTION: International Students



For international students graduating before the end of delta v:

- You need to secure F-1 post-completion Optional Practical Training (OPT) authorization *BEFORE* being able to participate since you will no longer be an enrolled student
- OPT applications opened March 4th. If you require OPT we will be requiring your I-20 form updated as proof that you have applied for it with your delta v application
- In the application for delta v we must have a copy of your I-20 form with requested OPT start date
- Your OPT start date MUST be before delta v begins (June 5)
- You cannot participate if your OPT start date is after the beginning of delta v - no exceptions!
- Even if you have the correct start date in the I-20 form, we can't pay the fellowship until you have the EAD card in hand (Employment Authorization Document) from USCIS

Do not hesitate to contact your MIT ISO advisor if you have questions! Or deltavstaff@mit.edu!







Who Should Apply



- Teams **must** have 2-5 founder-level team members. No solo-founders!
- Team must have at least one student enrolled in an MIT degree program
 - Postdocs are also welcome!
- Team is already working on the venture and has demonstrated traction
- Team intends to work on the venture full-time after delta v
- Team is *hungry* and ready to work hard over the summer!



8 companies have participated in MITDesignX and MIT delta v, raising 48M+, creating 160+ jobs, and 3 patents applications

Company	 Nesterly	 hosta labs	 BIO BOT	 SpaceUs	 AIRWORKS	 adaviv	 Spatio Metrics	 Season Three
Cohort	2017	2017	2017	2018	2018	2018	2019	2019
Headquarters	NY	MA	MA		MA	MA	MA	NY
Industry	Healthcare	Art/Architecture	Biotech	Art/Architecture	AI/Construction	Agtech/Cleantech	Art/Architecture	Fashion
Sandbox	No	No	Yes	Yes	Yes	Yes	Yes	Yes
Still Operating	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
Fundraised	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes
Amount raised	Undisclosed	14 M	27 M	-	5 M	2 M	Undisclosed	Undisclosed
Number of Investors	Undisclosed	9	26	-	6	6	Undisclosed	3
Last Funding Type	Seed	Series A	Series A	-	Seed	Seed	Grant	PreSeed
Other Acceleration program	MassChallenge	TechStars	Ycombinator	-	MassChallenge	-	MassChallenge	-
Number of Employees	5	15	65	-	51	20	4	3
Patent Filing	-	-	2	-	1	-	-	-

Source: crunchbase + Pitchbook
Data collected as of April 14th, 2022



MIT delta v program brings together students from across campus

28 students from across campus were involved in MITDesignX and MIT delta v companies

82% MIT students, 18% non-MIT

60% graduate degree, of which:

35% Engineering, Computer Science,

29% Architecture/Art

24% Business/Economics

12% Medicine, Biotech

57% female, 43% male

57% of students kept working in the company for at least 20 months after delta v

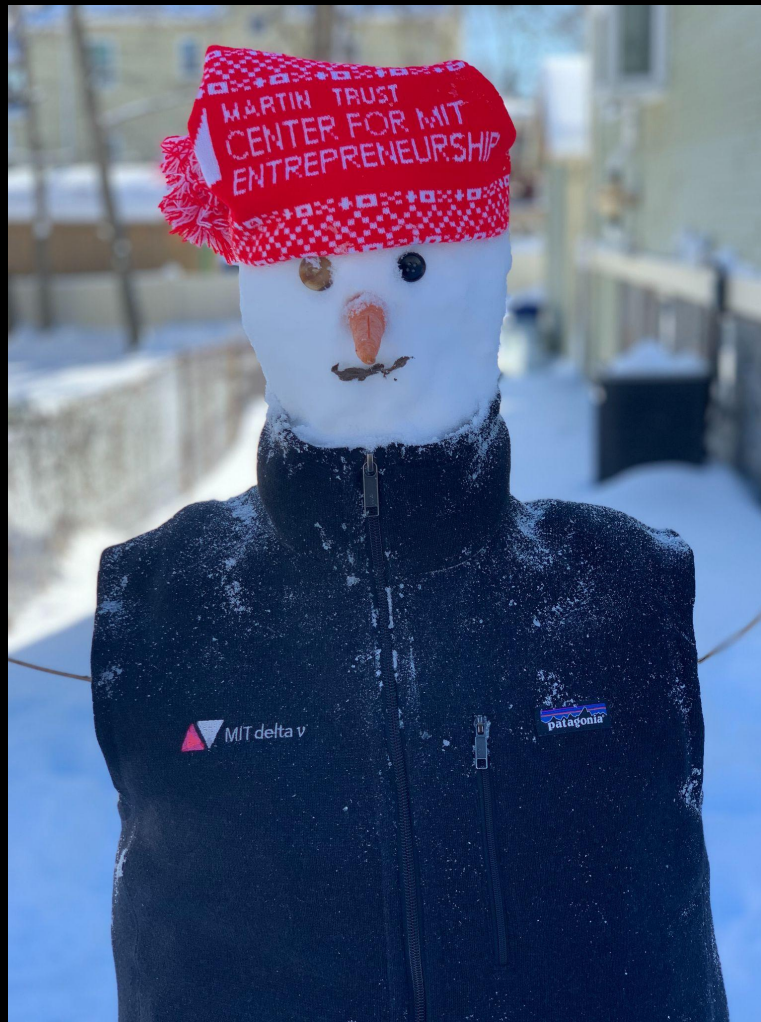
39% work in the company today

1 student co-founded a new company after delta v, also supported by MITDesignX

Selection Criteria

1. Team
2. Traction
3. Ecosystem Engagement
4. Commitment Beyond delta v
5. Commitment to Cohort





Application Process



Applications Open March 1st

- 1 Minute Video
- Team Information
- Idea Overview

Applications Close March 30th

Teams Notified by April 15th

Apply Online: orbit.mit.edu

This is a screenshot of the 'Team information' section of the MIT delta v application form. The form is titled 'Team information' and includes the instruction 'Fill the below information to create your team'. It contains five numbered steps: 1. Team name (with a placeholder 'It's okay if you change it later'), 2. How long has the team (or at least 2 team members) worked together? (with a text input field), 3. The team (or part of the team) has worked on this specific idea in the following courses and/or programs (with a list of checkboxes including 'None', '15.390 New Enterprises', '15.378A Venture Creation Tactics', 'Fuse', '15.378B GSD', 'Legatum', 'Sandbox', '100K Competition', and 'Fintech Challenge'), 4. Industry (with a dropdown menu 'Select your industry'), and 5. Tags (with the instruction 'Select all the tags that apply to the idea.' and checkboxes for 'SaaS', 'B2B', and 'B2C'). The top navigation bar shows 'Eligibility', 'Team info', 'Fundraising', and 'Team members', with 'Team info' being the active tab. A '0% complete' progress indicator is visible in the top right corner.This is a screenshot of the 'Team members' section of the MIT delta v application form. The form is titled 'Team members' and includes the instruction 'Add at least 2 and maximum 5 co-founders'. It shows a list of team members: 'Paul' (Main contact • MIT member), 'Alfredo' (MIT member), and 'Neelesh' (MIT member). There is an 'Add member' button. A modal window titled 'Invite team member' is open, showing a profile for 'Paul Cheek' (Entrepreneur in Residence) with an 'Invite' button. The top navigation bar shows 'Eligibility', 'Team info', 'Fundraising', and 'Team members', with 'Team members' being the active tab. A '0% complete' progress indicator is visible in the top right corner.

Key Dates



March 1	Applications Open
March 30	Applications Close
April 15	Notifications Sent
June 5	Program Starts
September 8	Demo Day (Planned Date)

delta v Team



Jenny Larios Berlin, EIR



Macauley Kenney, EIR



Ben Soltoff, EIR



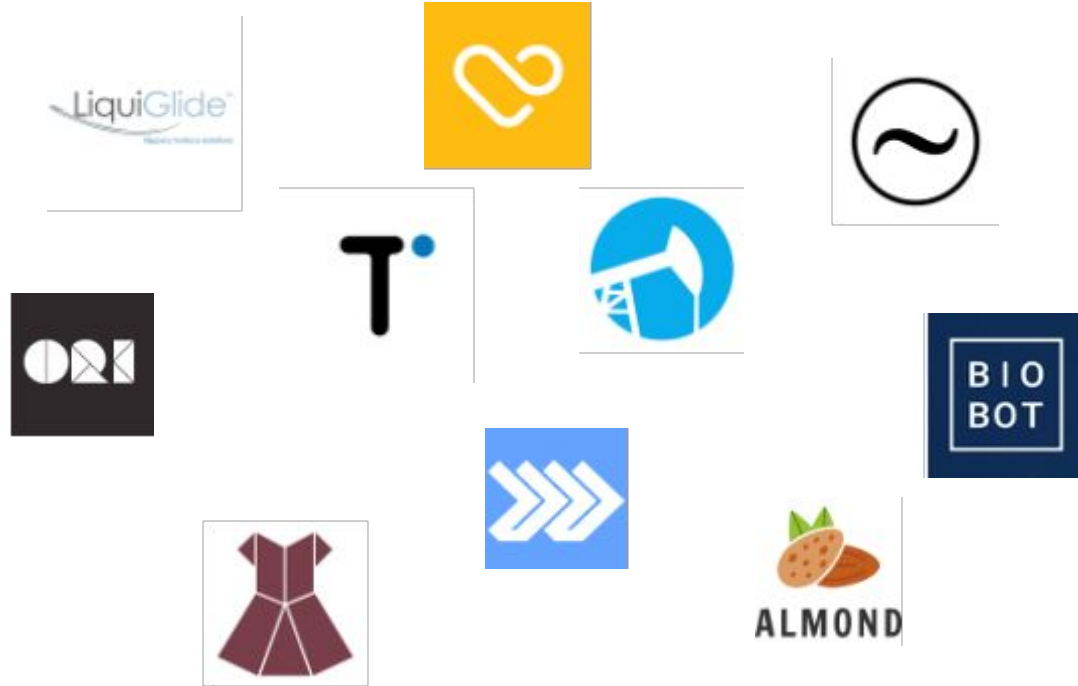
Applications Close March 30th!

Apply Online: orbit.mit.edu



We can't wait to review your applications!

delta v Teams Have Raised Over \$1B



55 Teams Have Gone to a 2nd Accelerator



Participants Go On to Found Other Companies at a Prolific Rate:

130 Additional Companies

\$2B Additional Funding

Thank you delta v...



MIT's Premier Startup Accelerator

Applications Close March 30th

Apply! orbit.mit.edu

Questions? deltavstaff@mit.edu

