

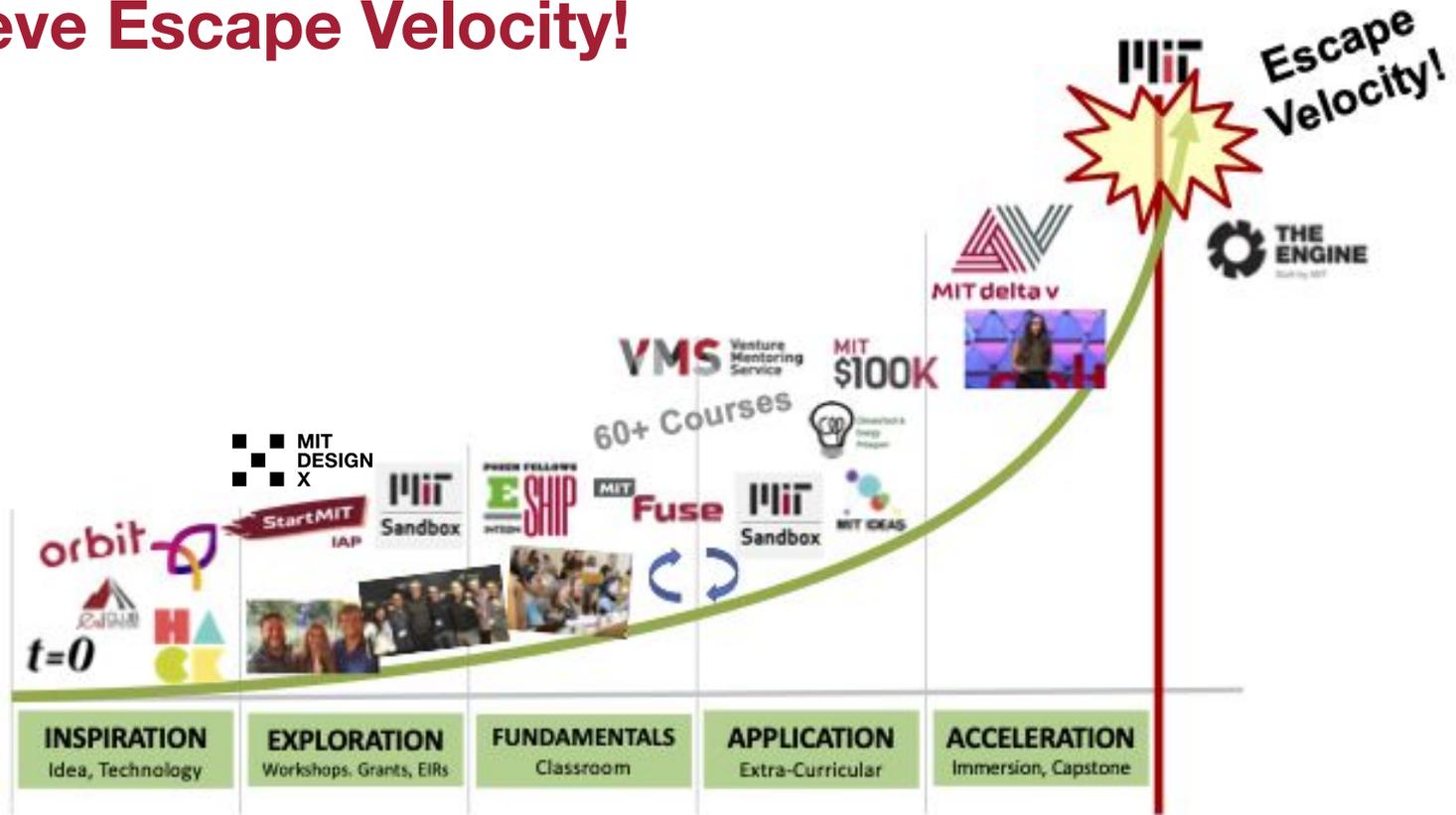




MIT delta v

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**



MIT delta v



What is delta v?

delta v is MIT's
cohort-based
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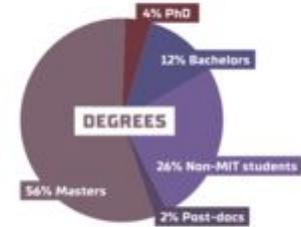
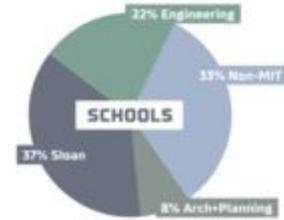
MIT delta v







2024 Cohort



INDUSTRIES REPRESENTED



AGRITECH



BIOMANUFACTURING



CLIMATE TECH



EDTECH



HAIRCARE



HEALTHCARE



INSURANCE



LEGAL



MEDIA



MENTAL HEALTH



PETS



RESTAURANT



SOFTWARE



SUPPLY CHAIN



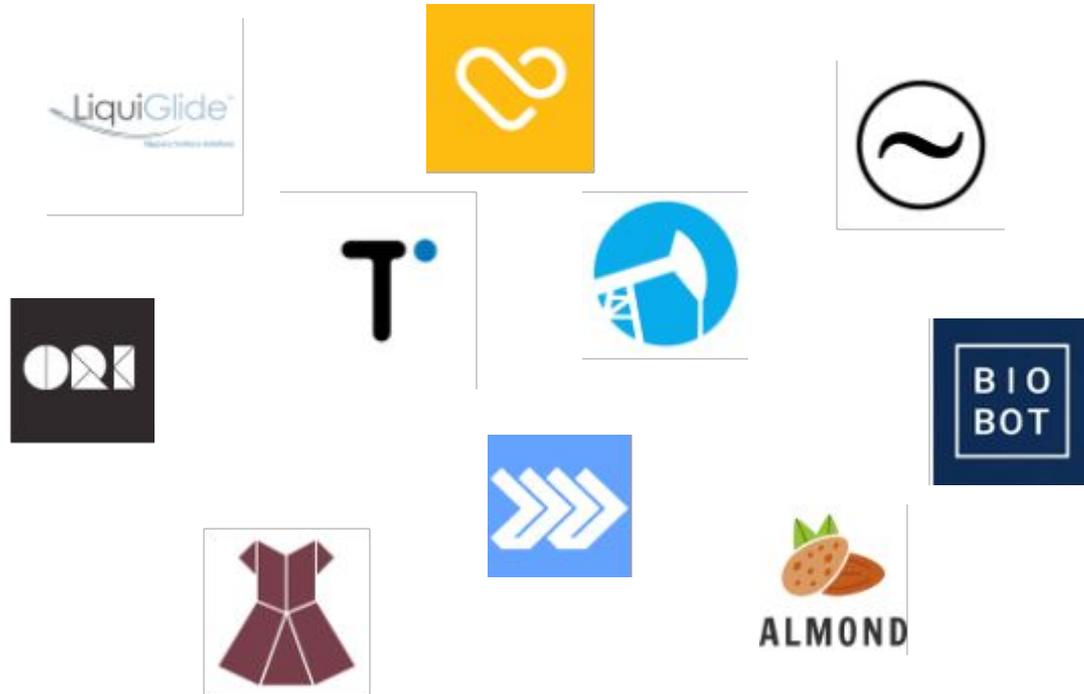
3D PRINTING

Why delta v?



- Receive intensive and customized **coaching**
- Develop your **entrepreneurial skill set**
- Broaden your **professional network**
- Learn from peers and build a **lasting community**
- Earn a little bit of **money** (more on this later)
- Get exposure at **Demo Day**
- Make progress within a **safe environment**

delta v Teams Have Raised Over \$1B





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

130 Additional Companies

\$2B Additional Funding



MIT delta v

Thank you delta v...

Program Outline



June

Customer Focus

Program Outline



June

Customer Focus

July

Product Focus

Program Outline



June

Customer Focus

July

Product Focus

August

Company Focus + Pitch Readiness

Program Outline



June

Customer Focus

July

Product Focus

August

Company Focus + Pitch Readiness



SEPTEMBER CAMBRIDGE DEMO DAY!

Program Outline



June

Customer Focus

July

Product Focus

August

Company Focus + Pitch Readiness



SEPTEMBER CAMBRIDGE DEMO DAY!

Sep/Oct

Optional Fundraising Extension

Program Outline



June

Customer Focus

July

Product Focus

August

Company Focus + Pitch Readiness



SEPTEMBER CAMBRIDGE DEMO DAY!

Sep/Oct

Optional Fundraising Extension



OCTOBER INVESTOR DAYS IN NYC AND SF

Program Outline

June

Customer Focus

July

Product Focus

August

Company Focus + Pitch Readiness



SEPTEMBER CAMBRIDGE SEMINAR DAY!

Sep/Oct

Optional Fundraising Extension



OCTOBER INVESTOR DAYS IN NYC AND SF

Typical Week in delta v

| | |
|------------------|---------------------------------|
| Monday | EIR Coaching |
| Tuesday | Workshop, Social Activity |
| Wednesday | EIR Office Hours, Guest Speaker |
| Thursday | Workshop, Guest Office Hours |
| Friday | No Programming |

- + Monthly Board Meetings
- + Lots of Demo Day Prep in Late August





MIT delta v

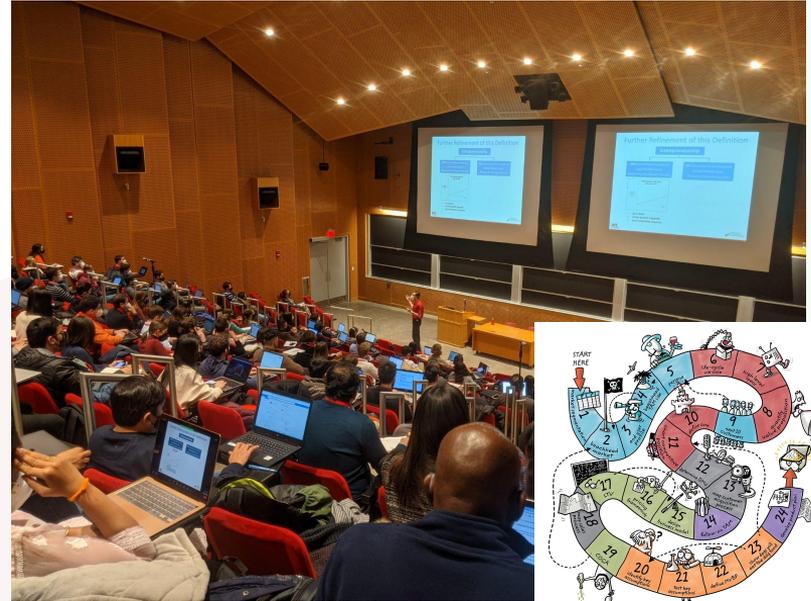
Program Components

Week 1: E-ship Development Accelerator



Question all of your assumptions and plan for the summer ahead!

- Comprehensive Disciplined E-ship curriculum
- Simulation labs with mentors
- Networking with global senior executives



delta v in NYC



- Unique **startup landscape**
 - Best place to be for 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
- Support of **MIT alumni** (10,000+)
- Second largest **VC market** in the US





NY



MIT delta v NYC: Virtual Info Session

FEB

26

Wednesday, February 26

12:00 PM - 1:00 PM EST



Zoom

Registration

Welcome! To join the event, please register below.



Martin Trust Center gwymmer@mit.edu

[One-Click Register](#)

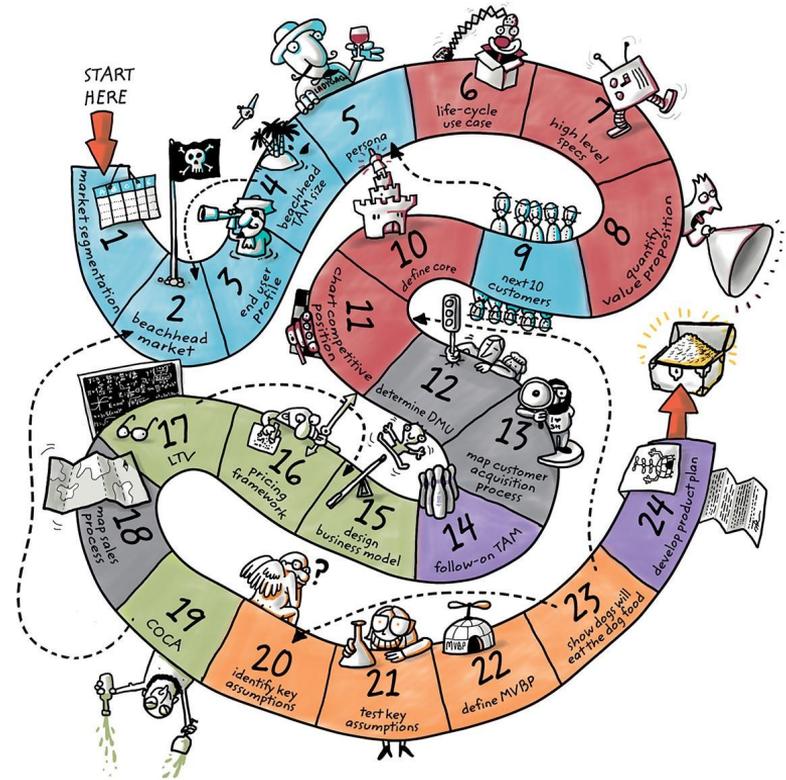
Pre-Program Bootcamp

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 stories and learn skills from current founders and delta v alumni, plus additional 1:1 support via office hours.

Example Workshops:

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



Mock Board Meetings

Learn to communicate progress & milestones succinctly and effectively with experienced mentors

- 7-10 curated experts from relevant startups, industry, and faculty
- 1x board meeting per month focused on specific topic
- Evaluated based on monthly rubric



June 28/29, 2023 – delta v Board Meeting #1 Evaluation Criteria – Theme: Customer

| | | | | |
|---|---|--|--|--|
| <p><u>Venture introduction</u> Crisp introduction about the team’s venture, and why this is important and exciting Notes:</p> | <p><u>Segmentation</u> Logical segmentation of the market, supported by data from primary and secondary market research Notes:</p> | <p><u>Beachhead Market</u> Logical choice of initial beachhead market with a reasonable TAM, supported by primary and secondary market research & hypothesis testing Notes:</p> | <p><u>Personas</u> Deep understanding of buyer & user personas (end users, economic buyer, champions, influencers, veto powers). Good understanding of buying process. Notes:</p> | <p><u>Full life cycle use case</u> Initial understanding of life cycle use case, customer journey map including how persona finds out about your product/solution, acquires it, uses it, gets value from it, and then re-uses it + tells others. Notes:</p> |
| v-, v, v+ | v-,v, v+ | v-,v, v+ | v-,v, v+ | v-,v, v+ |
| <p><u>Proposed Solution</u> Well thought out high level solution description (i.e., brochure) that solves the problems presented. Clear Notes:</p> | <p><u>Initial Value Proposition</u> Compelling value proposition and customer benefits hypothesis Notes:</p> | <p><u>Use of funds</u> Clear communications of next steps and use of funds until the next board meeting. Notes:</p> | <p><u>Team process</u> Demonstrate effective team process. Clearly defined roles & responsibilities with well-understood org chart. Good team dynamics. Notes:</p> | <p><u>Overall</u> The team managed the board meeting effectively from a communications, Q&A and time management standpoint. Notes:</p> |
| v-,v, v+ | v-,v, v+ | v-,v, v+ | v-,v, v+ | v-,v, v+ |
| <p>OVERALL SCORE (0-100)--meeting the customer theme (\$ allotment 7K) *** Using the v-, v, v+ in each 10 categories is recommended to help guide the private board discussion after the team’s presentation*** *Overall score should be based on all 10 rubric criterion*</p> | | | | |

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...





AVC Student Photo

MITdelta V

MITdelta V

Photo Booth Schedule for the Party

My desk got in food. Also who popped my gum out of the wrapper...

11:42 PM

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 1000s.**

Audience Includes:

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





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



MARTIN TRUST
CENTER FOR MIT
ENTREPRENEURSHIP



MIT delta v

Organic Food
from farm to table

Fazenda Mamma



MIT delta

Optional Fundraising Extension



Spend September and October preparing part-time, remotely for the fundraising process.

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

- Leadership Circles
- Booms, Busts and Be Thankfuls
- Pitch Practice





MIT delta v

Trust Center Funding

Program Funding

Individuals

MIT students listed on the application are eligible for a fellowship of \$2,500/month for 3 months (\$7,500)

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!

Delta v is a full-time in-person 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!





MIT delta v

ATTENTION: International Students



MIT delta v

Current MIT International Students (graduating after 2025): For those continuing their education at MIT on an F-1 visa, no CPT or OPT authorization is required.

Recent MIT Graduate International Students (graduating May 2025): Will need to obtain F-1 post-completion Optional Practical Training (OPT) work authorization. Upon acceptance into the delta v program, Form I-20 or Form I-765 will need to be submitted to the Martin Trust Center showing an employment start date no later than June 2, 2025.

New this year: *For those international students who have not received an EAD card by May 1, 2025, the Martin Trust Center will pay the premium processing fee to expedite the OPT.*

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 open in March. 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 3)
- 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



- **2-5 co-founding, full-time 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!

Selection Criteria

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



Common Confusions.....



Common Confusions.....



Common Confusions.....





Application Process

Applications

Open....

February 14!!

(5pm)

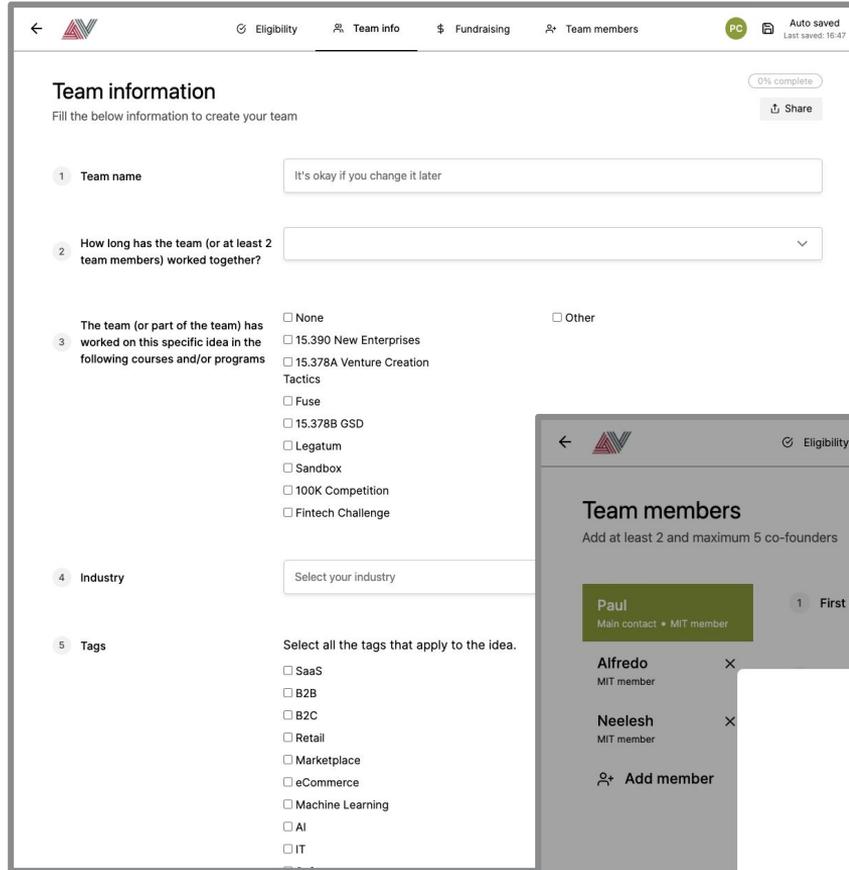


Application Process

Applications Open February 14

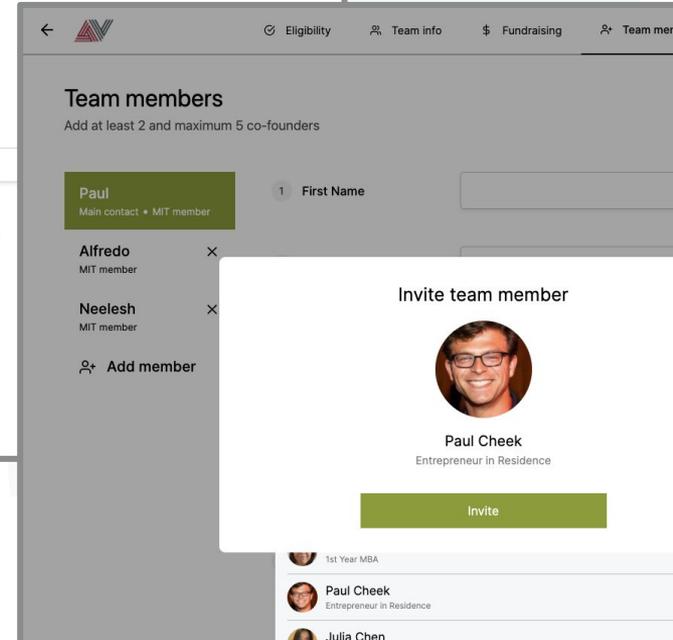
- 1 Minute Video
- Team Information
- Idea Overview

Apply Online: orbit.mit.edu



The screenshot shows the 'Team information' form with the following fields and options:

- 1 Team name:** Text input field containing "It's okay if you change it later".
- 2 How long has the team (or at least 2 team members) worked together?:** Dropdown menu.
- 3 The team (or part of the team) has worked on this specific idea in the following courses and/or programs:**
 - None
 - 15.390 New Enterprises
 - 15.378A Venture Creation Tactics
 - Fuse
 - 15.378B GSD
 - Legatum
 - Sandbox
 - 100K Competition
 - Fintech Challenge
 - Other
- 4 Industry:** Text input field with placeholder "Select your industry".
- 5 Tags:** "Select all the tags that apply to the idea."
 - SaaS
 - B2B
 - B2C
 - Retail
 - Marketplace
 - eCommerce
 - Machine Learning
 - AI
 - IT



The screenshot shows the 'Team members' form with the following elements:

- Team members:** "Add at least 2 and maximum 5 co-founders".
- Paul:** Main contact • MIT member. First Name input field.
- Alfredo:** MIT member. X icon to remove.
- Neelesh:** MIT member. X icon to remove.
- Add member:** Button with person icon.
- Invite team member modal:** Shows a profile for Paul Cheek, Entrepreneur in Residence, with an "Invite" button.
- Bottom list:** Shows "1st Year MBA" and "Paul Cheek, Entrepreneur in Residence" with a profile picture.

Application Process

Applications Open February 14

- 1 Minute Video
- Team Information
- Idea Overview

Applications Close March 17th

Teams Notified by mid-April

Apply Online: orbit.mit.edu



Key Dates

| | |
|--------------------|----------------------------|
| February 14 | Applications Open |
| March 17 | Applications Close |
| Early-April | Interviews |
| Mid-April | Application Decisions Sent |
| June 2 | Program Starts |
| September 5 | Demo Day |



delta v Leads



Ylana Lopez
delta v Cambridge Co-Lead



Macauley Kenney
delta v Cambridge Co-Lead



Ben Soltoff
delta v Cambridge Co-Lead



Emily Young
delta v NYC Director





MIT delta v

Applications Close March 17th!

Apply Online: orbit.mit.edu



We can't wait to review your applications!



MIT delta v

MIT's Premier Startup Accelerator

Applications Open February 14th

Applications Close March 17th

Apply! orbit.mit.edu

Questions? deltavstaff@mit.edu

