Agenda

Our renewed vision, mission & 2026 direction	**Jenny** EIR
Program structure, partner model, funding, KPIs	**Chris** EIR
Who we are looking for and how the application works	**John** EIR
Open Q&A	**All**

We back audacious founders building consequential companies.

What's New In 2026

✔ **$75,000 equity-free funding** per startup

✔ **$200,000+ perks** in value for each startup

✔ Structured **partner support model**

✔ Exclusive **VIP Investor Day in Boston**

✔ Cohort **sharpened to 12-15 startups**

✔ Clear **KPI-driven accountability**

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dv Inaugural Partner Network

Ed Hallen — Klaviyo
Andrew Bialecki — Klaviyo
Snejina Zacharia — Insurify
Dharmesh Shah — HubSpot
Brian Halligan — HubSpot
Frederic Kerrest — Okta

Our dv Partners are key components of the accelerator program.

Partners are C-suite executives, founders, VCs, and
domain experts across multiple industries.

The 90-Day Sprint
June 1st – Sept 11th

Phase I:
Bootcamp (Partner Led)
Weeks 1-2

- Customer discovery & sales
- MVP & rapid shipping
- GTM strategy
- Pricing
- Fundraising foundations
- KPI setting
- Team building & compensation

Phase II:
Build Mode
Weeks 2-12

- Tuesday required programming (Pods + Dinner)
- In-person @ MTC Mon – Thu
- Monthly partner meetings
- Build, build, build…

Phase III:
Investor/Pitch Prep
Weeks 13-14

- Investor deliverables
- Investor Day – Sept 8th
- Demo Day – Sept 11th

What Each Startup Tracks

Customer Traction

LOIs, paid pilots, revenue, partnerships, etc.

Product Progression

Demo, MVP, Technical milestones

Post-Program Cash Flow

Venture, non-dilutive, customer revenue

Every meaningful action in your startup should map back to one of these three metrics…

Partner Review Meeting
**CEO sets agenda
Review monthly KPIs
Partners advise**

Funding & Perks

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$75,000 Equity-free funding

Startup Stack: $200,000 in Perks

Product / Eng	Sales	Ops / Funding
Github	Stripe	Clerky
Vercel	Zendesk	Miro
OpenAI	DocSend	Granola
Google Cloud	Apollo.io	Fireflies
Auth0	Amplitude	Metal
PostHog …	Klaviyo …	Carta …

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dv Selection Process & Key Dates

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March 1st	March 4th	March 28th	April 1st	April 27th	May 6th
Online App **OPENS**	Info Session #1	Info Session #2	Online App **CLOSES**	Interviews with Finalists	Decision **ANNOUNCED**

June 1st	Sept 8th	Sept 11th
delta v **STARTS**	Investor Day	Demo Day

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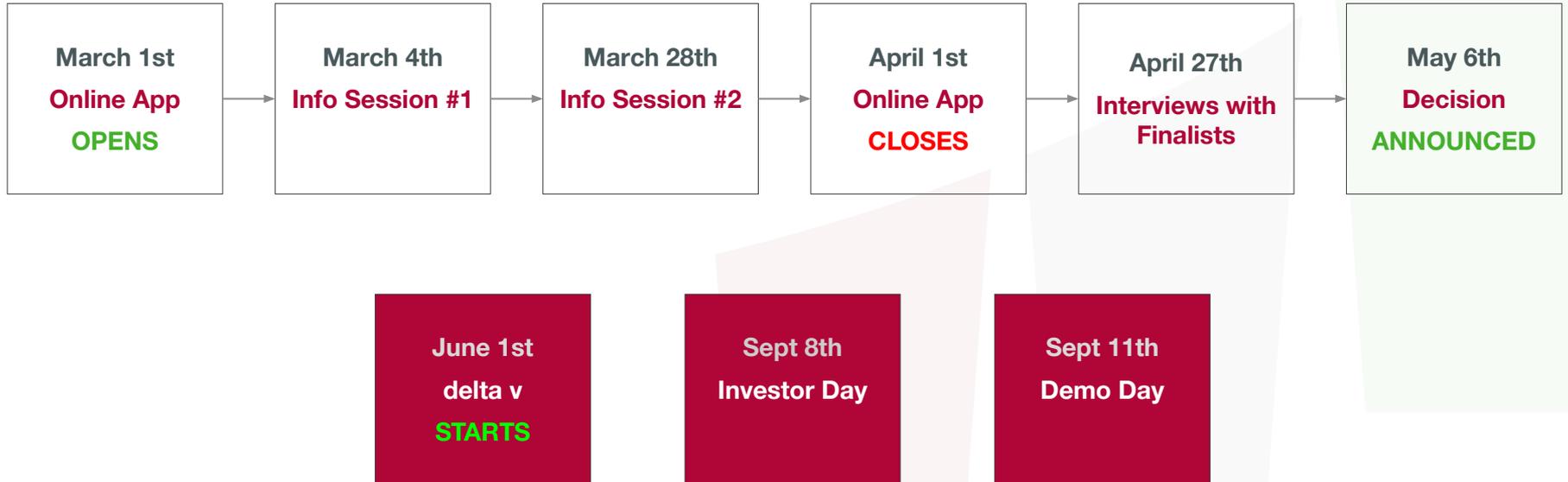
What dv is looking for…

✔ You hold **strong conviction in yourself and your capability** to solve the problem you are working on, with persistence and audacity.

✔ You **already are actively building**, with an intention that dv can help accelerate you and your idea.

✔ You have a **strong founding team with complementary skill sets**, representative of the expertise you need to execute on your product and/or service.

✔ You plan to **work on your company full-time** and **go-to-market by the end of the program**.

✔ You have a **prototype or form of early product** or research that can be demo-ed.

✔ You have **early signals from customers or partners interested in paying** for your product and/or service.

Your Application Signals…

We designed the application to surface what predicts progress:

- What you shipped in the last 30 days
- What you will build in the next 90 days
  - Evidence of traction
  - Business model clarity
  - Competitive awareness
  - Founder ownership

Questions?

MIT's Flagship Accelerator for Student Founders