



The 15 individuals profiled in this book have survived a rigorous and extensive screening process, and represent the best in 2014's forward-thinking applicants to the capital formation ecosystem. Since 1995, venture capital firms have benefitted from access to this pool of elite candidates, and Finalists have gone on to place with a firm and make a name for themselves, their firms, and Kauffman Fellows. We are proud to present these Finalists for Class 20 of the Kauffman Fellows Program.

## 2015 Finalists

Finalist	Industry Focus	Current Location
Dariusz Afshar	IT	US
Omar Ali	Life	US
Miguel Arcinas	Life	US
Jennifer Fried	Life	US
Julie Harness	Life	US
Jonathan Heavey	Life	US
Zheng Yu Huang	IT	US
Ted Iobst	IT	US
Mariah Lichtenstern	General	US
Andre Moreira	Clean	Asia
Swaty Rao	IT	US
Gunjan Sharman	IT	US
Yashavantha Shenoy	Life	Asia
Maxwell Wessel	IT	US
Rick Zullo	IT	US



## DARIUSH AFSHAR

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US

IT

### Professional

Dariush is Director of Business Development at secure mobility leader Aruba Networks in Sunnyvale, CA. He's currently focused on driving pull-through revenue for key strategic partners across a number of product lines, including for the Gartner MQ leading ClearPass product family. Across products, Dariush manages a pipeline of \$25M+ in pull-through revenue, and an ecosystem of dozens of partners.

Dariush's years of startup operational experience span both the enterprise and consumer markets. He was VP Business Development at MyTownPerks (acquired by WhaleShark Media), VP Business Development at Proximal Labs (acquired by JIVE), and VP Business Development at Cheerful (now Flipagram), which was recognized in 2013 as the #1 free app on iTunes. He also led social media and affiliate partnerships as Business Development Manager Intern at Retrevo (acquired by Barnes & Noble Nook).

Before his MBA, Dariush was with Cisco Systems' Corporate Business Development Group, where he focused on mobility and wireless investments and acquisitions. At Cisco, he led more startup VC investments than any of his peers, all of which exited.

Dariush began his career as a consultant in McKinsey & Co.'s Silicon Valley office, focused on client engagements in the firm's High Tech practice.

### Education Summary

Dariush holds a joint MBA/MA from the Wharton School at the University of Pennsylvania Lauder Program with a concentration in finance and entrepreneurship, where he was a Joseph Wharton and Omnicom Communications Fellow. Dariush holds a BS from Georgetown, *magna cum laude*, in finance and accounting. He was a Fulbright Scholar in France and a George Mitchell Scholar in Ireland.

### Personal

Dariush is an avid outdoor enthusiast and world traveler. In his free time, he enjoys travel, the arts, reading, and nature hikes. He is a PADI certified Master Scuba Diver. He's also a volunteer for the Humane Society of Silicon Valley.



## OMAR ALI

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US

Life

### Professional

Omar has a passion for entrepreneurship and for applying cutting-edge research in healthcare. He is especially concerned about the many potential products that languish as patented ideas within the academic arena. His goal is to help experts leverage their inventions and know-how to create better diagnostics and therapies.

Omar is a research scientist at Harvard Medical School, developing novel vaccines and tools to study and treat autoimmunity. For the past 10 years he has been inventing and developing a cancer immunotherapy platform, currently in clinical trials at the Dana Farber Cancer Institute. As lead inventor, Omar was the Founding Scientist at a startup that licensed the vaccine technology, where he was involved in business strategy and directed research while raising non-dilutive capital for brain cancer applications.

At the Wyss Institute at Harvard Medical School, Omar managed both industrial and academic collaborations to translate the first biomaterial-based vaccine for cancer. He co-authored the phase I FDA application for this melanoma treatment, which was approved in just 30 days; it entered clinical testing in 2013.

### Education Summary

While pursuing his BS in chemical engineering at the University of Minnesota, Omar made living models of wound healing as a research assistant. He had a scholarship from 3M, where he spent his summers developing adhesives for Post-IT® notes.

Omar went on to earn an MS in bioengineering at the University of Michigan and a PhD in engineering sciences at Harvard. He has authored numerous patents and articles and his work has been featured in the *MIT Technology Review*, *The Economist*, *Popular Science Magazine*, and on BBC and NBC. He completed an executive MBA at Babson College focusing on healthcare commercialization.

### Personal

Omar scours Boston looking for basketball games. He enjoys the outdoors with his family and Saturday swimming with his 2-year-old son. He also has a screenplay in the works.



## MIGUEL ARCINAS

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US

Life

### Professional

Miguel joined Hyde Park Angels as an Associate in 2012, where he focused on assessing investment opportunities in healthcare IT, medical devices, and diagnostics. He has screened and sourced over 80 startups in tech and healthcare, and has led due diligence efforts on four portfolio investments totaling \$6M.

Miguel has also been involved in clinical drug development for the last six years. He currently works for Parexel International, managing the planning, execution, and monitoring of over 30 clinical trials across all development phases for top global pharmaceutical clients.

Prior to Parexel, Miguel worked at a mid-sized drug development consultancy called Synteract, where he worked closely with 20 early-stage biotech and medical device startups in clinical development.

Through his investing and operational experience, Miguel's passion lies in early-stage life science venture capital. His primary interests are in molecular diagnostics, oncology therapies, and the advancement of personalized medicine.

### Education Summary

Miguel will complete his MBA at the University of Chicago Booth School of Business in June 2015. He serves as the Co-Chair of the Healthcare Club and is a member of the Private Equity and Venture Capital Club.

Miguel holds a BS in microbiology, immunology, and molecular genetics from the University of California, Los Angeles. As an undergraduate, he conducted hematology and oncology research at Cedars-Sinai Hospital in Los Angeles.

### Personal

Miguel resides in Chicago, IL, with his fiancée. In his spare time, he participates in fundraisers for animal shelters across the city and is a longtime electric and classical guitar player.



## JENNIFER FRIED

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US

Life

### Professional

Jennifer is an MBA candidate at the University of Chicago Booth School of Business, concentrating in finance and entrepreneurship.

At Booth, Jennifer serves as a part-time healthcare associate for Hyde Park Angels, sourcing and performing diligence on early-stage healthcare businesses. She is active in venture capital activities on campus, serving as a teaching assistant for the private equity/venture capital lab course and participating on the winning teams for the Venture Capital Investment Challenge and the PE/VC Lab Investment Competition.

She is also a co-founder of ExplORer, an early-stage software startup designed to manage tools and procedures in the operating room.

Before business school, Jennifer worked as a consultant at Bain & Company in Chicago, advising clients on a variety of topics ranging from growth strategy to complexity management to cost reduction. While at Bain, she also contributed to the publication of the 2013 *Bain Global Healthcare Private Equity Report*.

Jennifer has a long-held personal passion for health and wellness. While at Northwestern for her undergraduate studies, she served as a research assistant to a Kellogg professor studying healthcare strategy for three years and spent time interning at a healthcare consulting firm.

### Education Summary

Jennifer will complete her MBA at the University of Chicago in June 2015. She holds a BA, with Honors, in mathematical methods in the social sciences and economics from Northwestern University.

### Personal

Jennifer is a self-proclaimed gym rat and spends much of her free time taking a variety of group exercise classes. She and her husband also hold season tickets to the Chicago Bulls.



## JULIE HARNESS

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US

Life

### Professional

Julie is a postdoctoral fellow in neuro-oncology at the University of California, San Francisco. While her current academic research concerns brain cancer, she is most passionate about the translation of science outside of the ivory tower.

Through her PhD mentor (an active entrepreneur) and the UCSF Entrepreneurship Center, Julie has gained exposure to both the startup and venture capital worlds, sparking her interest in the commercialization of new technology. Julie co-founded a startup based on regenerative medicine technology that she invented during her PhD. She leads four co-founders of Cybelle Biosciences, focused on therapeutics for Huntington's Disease (HD) and other neurodegenerative diseases. Cybelle has a novel method of generating the human neuronal subtype lost in HD, which is being patented by Cybelle as a result of negotiation with UC Irvine. Julie aims to translate the technology into a drug discovery platform and a cellular therapeutic. In this capacity, she discovered her passion for building on early innovation and helping new technologies blossom.

Motivated by a desire to do good in the world through scientific advancement, the limitations of working on only a single startup has led Julie to expand into the world of finance, where there exists the possibility of influencing the futures of many budding organizations. In her ideal future, she finds and evaluates new technologies for investment, then assists the founders with productive, efficient build-outs.

### Education Summary

Julie is completing her postdoctoral fellowship in the Neurosurgery Department at UCSF. She is an active member of the UCSF Investment Club, where she is writing a white paper with colleagues on CAR therapeutics. She holds a PhD from UC Irvine and BA from San Jose State University.

### Personal

Julie is an avid ocean enthusiast, enjoying competitive team ocean and bay sailing, as well as non-competitive ocean swimming and freediving. She is a long-time traveler, backpacker, trail runner, and connoisseur of fine chocolates.



## JONATHAN HEAVEY

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US

Life

### Professional

Jon is the director of business development for Cleveland Clinic Innovations, where he helps coordinate the translation of emerging research technologies into capital markets. In this role, he has been engaged in new venture development, licensing, and strategic advisory functions across the Cleveland Clinic enterprise. Alongside traditional equity financing, he has completed distressed asset acquisitions, recapitalizations, and other hybrid investment structures.

Jon maintains an active clinical practice in emergency medicine and has been published in the *New England Journal of Medicine*, *The Washington Post*, and the *Annals of Emergency Medicine*. He participates on the board of directors for three early-stage life science technology companies: Cardionomics, iComet, and HealthSpot. In these roles he has helped incubate and translate a wide range of technologies, from neurostimulation treatment for congestive heart failure to software algorithms for the assessment and treatment of traumatic brain injury.

Jon serves on the commercial advisory board for the Global Cardiovascular Innovation Center, a \$60M private-public capital partnership developed in conjunction with the State of Ohio. He helps direct investment in pre-clinical research initiatives and early-stage ventures to drive regional economic development.

Prior to joining Cleveland Clinic, Jon served as the infantry battalion surgeon for the 101st Airborne in Iraq, where he was awarded the Bronze Star.

### Education Summary

Jon completed his MBA at Yale, with Distinction, in corporate finance. He holds an MD from Vanderbilt University and a BA in biomedical engineering, *cum laude*, from Dartmouth College.

### Personal

When he isn't busy having tea parties with his three young daughters, Jon enjoys running and biking.



## ZHENG YU HUANG

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US

IT

### Professional

Zheng is passionate about leveraging his experiences in strategy, technology, mergers and acquisitions, and general management to discover the next great idea—and helping talented individuals to achieve it.

Zheng has spent half of his 14-year professional career based in the US, and the other half in China. He has worked in over ten countries, including the US, Germany, Japan, India, and China and traveled to over 70 countries, giving him a unique perspective on the globalization of business and technology.

Zheng worked at Intel Corporation as a Managing Director, and then served under President Obama as a White House Fellow and special assistant to the administrator of the US Agency for International Development (USAID).

At Intel, he helped manage the company's Telecom Program Office, leading a 50-person team to launch new products, grow emerging businesses, and establish Intel as a key competitor in the China market.

In 2009, Zheng left Intel to found a successful financial services technology company, connecting global institutional investors with opportunities in emerging markets. The firm has eight offices in four countries, with a staff of 200 and growing, and is valued at more than \$70M.

### Education Summary

Zheng was educated at Stanford University, holding an MS in computer science, a BS in industrial engineering, and a BA in economics. He earned his MBA at Harvard Business School.

### Personal

In his spare time, Zheng is fascinated with exploration and contemporary arts. When not working, he can often be found on the basketball court.



## TED IOBST

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US

IT

### Professional

Ted is Vice President, Digital at Atlantic Media, publisher of *The Atlantic*, *Quartz*, and other digital media brands. He leads a hybrid team of 20 across product, audience development, and research functions and is currently focused on growing the company's digital media brands that are targeted at the government and defense markets.

Previously, Ted served as Director of Special Projects for the president of Atlantic Media, Justin Smith. In that role, he provided strategic insight for senior executives across the firm, with a focus on pricing and evaluating new markets.

After spending his first two years at the company providing market intelligence and conducting due diligence for a variety of growth initiatives, Ted launched Atlantic Media's digital consultancy, Atlantic Media Strategies, in 2011. As Director of Strategy and Operations, he served as a "jack of all trades," building the business plan, managing marketing and business development efforts, and going on to lead digital strategy for the division's largest accounts.

Ted began his professional career spending two years building financial models and valuing power plants for electric utilities, and as paralegal at a government agency. Although these experiences helped him to quickly rule out careers in consulting and law, they didn't stop him from marrying an attorney.

### Education Summary

Ted graduated *magna cum laude* from Middlebury College with a BA in economics. He is currently enrolled in Sam Altman's "How to Start a Startup" MOOC, based on CS138B at Stanford, and has the t-shirt to prove it.

### Personal

Ted is an avid golfer, aspiring marathoner, and craft beer enthusiast. He hails originally from eastern Pennsylvania and resides in Washington, DC.



## MARIAH LICHTENSTERN

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US

General

### Professional

An Oakland native, Mariah is an entrepreneur and media consultant. She founded Lightedstar Entertainment LLC and has a patent pending for CINESHARES, a motion picture ecosystem where users watch, make, and fund films.

Mariah emancipated from foster care at age 17, supporting herself through college. At UC Berkeley, she studied the impact of cultural representation in media, seeking to understand the dynamics shaping her experience as a multi-ethnic youth as well as those of others in the communities she observed. Through activities offered at Haas School of Business, Mariah developed an interest in how technology can influence the future of film development and distribution.

While at USC's Peter Stark Producing Program, Mariah learned from Hollywood's top studio executives, producers, and marketers, including a mentorship with Tom Ortenberg, then President of Lionsgate. She served in entertainment-oriented organizations including Film Independent, The Film Arts Foundation, and the NAACP Image Awards. Mariah earned a State Assembly award for contributions to the Pan African Film Festival, the nation's largest Black History Month event. She has researched and observed world trends in entertainment first-hand through travel.

Attending film markets and producing boot camps—from Cannes to the Los Angeles-Tel Aviv Master Class in Producing—has deepened Mariah's understanding of the film industry's financial side. Combined with her professional designations in financial planning and securities, this understanding informed her interest in venture capital.

### Education Summary

Mariah graduated from UC Berkeley, majoring in rhetoric of narrative and the image and minoring in English, ethnic studies, and African studies. Desiring to bridge the gap between Hollywood and Silicon Valley, she studied the business of filmmaking at USC and earned a Master's in entertainment business at Full Sail University.

### Personal

Mariah enjoys travel, etymology, apologetics, and the arts. She is the wife of her college sweetheart, Sonny, and the mother of a delightful little girl, Naledi.



## ANDRE MOREIRA

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Asia

Clean

### Professional

Based in Hong Kong, Andre is responsible for creating innovative new businesses for BASF's chemical intermediates division in Asia, including launching bio-based chemicals, developing the market for "green solvents," and finding new applications for waste-streams. Along with his motivated team members—located in Hong Kong, Korea, Japan, China, and India—Andre enjoys the challenge of creating new businesses. His team generates several million USD in new sales every year. Andre was a product manager for specialty chemicals in Germany prior to this role.

From 2006 to 2009, Andre was an investment manager at BASF Venture Capital, located first in Silicon Valley and later in Germany. He generated deal flow from Europe and the United States in cleantech, nanotech, and materials; led two investments (one later acquired by BASF); and was a board observer for two companies. He enjoys working with entrepreneurs, exploring opportunities for innovative startups in areas that need change. He interacts regularly with VCs, and works *pro bono* for a European VC as member of their biotech startup evaluation panel.

Andre started his career as a scientist, working first on computer simulations of charged colloids and polymers, and later on polymer foams in industry and academic settings.

### Education Summary

Andre earned a PhD in physics at the Max Plank Institute/Postdam University in Germany and completed his postdoc at the University of California, Santa Barbara. Andre holds MS and BS degrees from Portugal's Lisbon and Porto Universities, respectively. He speaks fluent Portuguese, English, and German, and is learning survival-level Mandarin.

### Personal

Andre is a father of three very active kids. He spends his free time with family and friends, or kayaking the salty waters of Hong Kong. Being Portuguese, his ideal vacation includes scuba-diving and beach time. He hates snow, but loves skiing.





## SWATY RAO

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US

IT

### Professional

Swaty is an independent strategy consultant, working on joint and independent projects. She has worked on several international projects in the Ag/Biotech field, and is diversifying to provide outsourcing work for nonprofits and startups.

Swaty also serves as a mentor at ITEN, a St. Louis-based technology accelerator, and is a founding member of its due diligence committee. In her position there, she has conducted due diligence, valuations, and mentored several companies as well as instituted standard documentation and processes for due diligence and valuations. She is excited that several ITEN graduates have gone on to receive funding and continue to thrive. Through this experience, Swaty has had significant exposure to emerging fintech, B2B, social media, IoT and software business models.

While in business school, Swaty served as a private equity and hedge fund intern at Summit Strategies Group and at a boutique investment banking firm. In both of these roles, she worked on identifying new investment opportunities, due diligence, and modeling.

Swaty started her career with 10 years in the technology field, leading and developing business intelligence and web applications at companies such as Monsanto and RGA.

### Education Summary

Swaty earned both her MBA and Master's degrees in finance from Washington University in St. Louis. She holds a Bachelor's degree in engineering from Osmania University, India. Swaty is currently working on a data analytics certificate from Coursera, as she believes data analytics will transform how strategy companies engage with clients.

### Personal

Swaty is an avid photographer and science fiction lover, and collects antiques and tribal art. She has recently started playing the tabla (Indian drums) again. In her spare time, she is involved in fundraising for the United Way.



## GUNJAN SHARMAN

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US

IT

### Professional

In a career spanning 12 years, Gunjan has served as a product manager, technology consultant, and software engineer. As an individual, he assists startups in the United States and the European Union with go-to-market strategy through exploring partnerships, developing fundraising pitches, and introductions to venture investors. Recently, he has also connected limited partners with VCs.

Gunjan is currently a principal product manager at YP, steering strategy and development on a large team to build a recommendation engine and optimize advertiser performance and search relevance. In 2013, he received an award for excellent performance from YP's CEO.

In his first professional job, Gunjan pioneered a real-time mobile map guidance product and launched mobile corporate email using WAP (Wireless Application Protocol).

Subsequently, Gunjan led technology teams on several multimillion dollar projects at Deloitte Consulting, Fox Interactive Media (MySpace), and DirecTV while serving in product management, project management, and technology consulting roles.

### Education Summary

Gunjan holds an MS in computer science from the University of Southern California and a Bachelor's degree in computer engineering from University of Pune, India.

He has been a mentor to University of Southern California business students for four years, and has been awarded each year for his excellent contributions.

### Personal

Gunjan enjoys photography and cooking in his free time and travels when possible. At the moment he is refining his Russian reading and writing skills, and plans to pick up Swedish next. Gunjan speaks Hindi, English, and Punjabi fluently, and possesses elementary proficiency in Mandarin Chinese and Korean.



## YASHAVANTHA SHENOY

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Asia

Life

### Professional

Yash is Vice President, Investments at InvAscent, a private equity fund advisor focused on healthcare and life sciences, based in Hyderabad, India.

In his previous work at InvAscent, Yash acquired six years of experience in sourcing, valuation, negotiation, deal structuring, due diligence, and post-investment monitoring. He has also assisted portfolio companies in the pharmaceutical, medical devices and healthcare services sectors with their strategy and business performance improvement initiatives.

Prior to this, he served in the Indian Army as a medical officer, where he led independent medical units to serve troops in peacetime and warlike settings. During his service, he managed and provided healthcare in challenging conditions, earning five service medals during his military tenure.

Yash has a keen interest in helping entrepreneurs of early-stage ventures in the healthcare and life sciences sector. He currently assists early-stage ventures through various forums by evaluating business opportunities, strengthening business plans, and connecting these ventures with VCs. Two of the firms that he has assisted have gone on to receive VC funding.

### Education Summary

Yash is a medical doctor by training, and holds a management degree with dual specialization in finance and marketing from the Indian School of Business. He has also passed Levels I and II of the CFA Program from the CFA Institute in Virginia. He is currently a Level III candidate.

### Personal

An avid chess player, Yash earned a spot on his state's under-20 team in India's National Chess Championship. He loves travelling and enjoys singing ghazals.



## MAXWELL WESSEL

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US

IT

### Professional

Max is the Vice President of Innovation Strategy at SAP, supporting SAP's Chief Strategy Officer in setting a long-term agenda for SAP's organic development efforts, acquisition strategy, and operational evolution. He focuses on the challenges of disruption that have followed the shift to cloud distribution of software.

Max also serves on the World Economic Forum's Global Agenda Council. As a member of the council on the future of consumer industries, Max is investigating the role that "micropreneurship" can play in driving both individual income growth and global development. He also invests actively with Washington, DC's NextGen Angels.

Earlier, Max was a senior fellow at The Forum for Growth and Innovation, a Harvard Business School think tank led by Clayton Christensen. Max's research focused on how global firms could best adapt in the face of disruptive change. Articles he co-authored were featured on the covers of the *Harvard Business Review* and *Stanford Social Innovation Review*. He still participates in the FGI's research efforts and writes for the *HBR Online*.

While in graduate school, Max started a music promotions business, nuevoStage, running it for over two years. In 2011, nuevoStage won the Innovation in Music Business award from Rethink Music, a global contest run by Harvard and the Berklee College of Music.

Max started his career as a consultant at The Boston Consulting Group.

### Education Summary

Max earned his MBA, with High Distinction, from Harvard Business School, where he was a Baker Scholar. He earned a BA in economics and philosophy, with Distinction, from Northwestern University.

### Personal

Max believes deeply in the automation of everything. He is an avid volleyball player, movie lover, and reader of nonfiction, science fiction, and fantasy.





## RICK ZULLO

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US

IT

### Professional

Rick is a recent graduate of Columbia Business School, focused on next-generation enterprise technology solutions.

With experience at Red Oak Growth Partners, First Round Capital, Bowery Capital, and Foundation Capital, Rick has supported 11 investments in IT, software, and e-commerce with check sizes ranging from \$500K seed-stage financings to \$50M growth investments.

Prior to investing, Rick was Co-Founder and Head of Business Development for Intellievents, a SaaS-based solution for analyzing and incentivizing digital behavior. Intellievents achieved profitability in its first year while successfully signing several sports teams and universities as clients. Rick had previously spent five years as a consultant with Deloitte's Strategy & Operations practice, where he worked with leading organizations, institutional investors, and government agencies to commercialize technology innovations.

### Education Summary

Rick recently completed his MBA from Columbia Business School, with Honors, where he was a Morgan Scholar and served as Co-President of the Private Equity & Venture Capital Club. While at Columbia, Rick's team won the 17<sup>th</sup> Annual International Venture Capital Investment Competition (VCIC). Rick also holds a BA, with Honors, in economics and leadership from the University of Richmond.

### Personal

Rick is an avid traveler with a passion for exploring unbeaten paths. In his free time, he enjoys hiking, camping, fishing, and any other activities that enable him to spend time with friends in the outdoors. Rick has also been involved in his in-laws' vineyard and winery business, Stone Tower Winery.