



## DAVID HORNIK

General Partner  
August Capital

### Professional/Education

David has been working with technology startups for a decade and a half. In 2000, David joined August Capital to invest broadly in information technology companies, with a focus on enterprise application and infrastructure software, as well as consumer facing software and services.

David currently sits on the boards of: DataTorrent (real time platform for big data), Fastly (content distribution network), Gravity (personalization engine), Nomis (price optimization for financial services), RocketLawyer (online legal service), Splunk (big data platform), SAY Media (rich media content and ad network), StumbleUpon (content discovery service), TopHatter (real time auction).

David is currently a board observer for: Bill.com (electronic bill management service for SMBs), eBates (online loyalty service), LiveOps (cloud-based call center), PayNearMe (platform for cash payment), WePay (online payments platform).

His previous investments include: DoneRight (acquired by LendingTree), Evite (acquired by Ticketmaster), PayCycle (acquired by Intuit), and Novita (acquired by Oracle).

Prior to joining August Capital, David was an intellectual property and corporate attorney at Venture Law Group and Perkins Coie. Before that, David was a litigator in New York City at Cravath, Swaine & Moore.

David is currently a lecturer at the Harvard Law School, where he teaches entrepreneurship and venture capital, and has previously been a lecturer at Stanford Business School, Stanford Law School, and Stanford's engineering school. He is the author of VentureBlog, the first venture capital blog, and VentureCast, the first venture capital podcast, and is the founder and executive producer of The Lobby conference, an annual gathering of thought leaders in the digital media ecosystem.

### Education/Personal

David holds an AB in Computer Music from Stanford University, an AB in Political Science from Stanford, an M.Phil in Criminology from Cambridge University, and a JD from Harvard Law School.



## JEWEL SAVADELIS

Principal  
Savadelis Consulting

### Professional/Education

After graduating with an MBA from the Harvard Business School, Jewel took the Atari home game division from \$300 MM to \$1 B in 18 months. She provided strategic planning, product development, market launch and consulting services to high tech companies for 20 years.

For the past five years, Jewel has guided Kauffman Fellows to define their field projects, weave a compelling story and present them in a powerful, authentic way which has inspired others. During the process, Fellows have often found their personal touchstone and redefined their careers.



## JOSH MARGULIES

Founder & CEO  
Liviam

### Professional

Josh is a seasoned Sales and Marketing professional with over 10 years of experience in a wide range of roles. Josh graduated with an MBA from ASU with a specialization in Marketing and Management. Josh has held management positions at a number of major multinational corporations in and around the Bay Area, including; Electronic Arts, Capcom, Logitech and NETGEAR.

Throughout Josh's career he has consistently demonstrated an outstanding ability to present his company's products in front of audiences of all sizes. Over the past 5 years he has been chosen by each of his employers to represent his company in presentations before Senior Management, key retailer buyers such as; Best Buy, Target, Staples, and Amazon, and in front of rooms as large as 5,000 at Management Training shows

Josh also has vast experience working cross functionally across business units. He has run projects with teams in Legal, PR, Corporate Marketing, Product Marketing, Sales, Events, and all levels of Executives.

Josh has run business groups with budgets of over \$25 Million and has won industry-leading awards for his creative excellence. Finally, he is married and the incredibly proud father of two-year-old twins. In his free time he enjoys traveling, drinking good wine, and sports



## JAMES RICHARDS

Co-Founder/CEO  
Teleborder

### Professional

James is the Co-founder and CEO of Teleborder, a venture-backed startup based in San Francisco. Teleborder manages global immigration for companies that are hiring foreign talent or sending employees on international assignments. Their global immigration dashboard allows HR to manage global immigration for an entire company through a single interface, and comes with end-to-end service for all business visas. Teleborder's mission is to enable free movement of labor across borders, and their investors include Khosla Ventures, Y Combinator, and leading angels.

Before Teleborder, James was a corporate lawyer at Davis Polk & Wardwell in New York, where he advised Fortune 100 companies on M&A, capital markets, and credit transactions. Among other deals, he worked on the formation of Morgan Stanley Smith Barney, the initial public offering of Artio Global Investors, and the separation of FrontPoint Capital Partners from Morgan Stanley.

James was born in Adelaide, Australia and grew up in Jakarta, Indonesia. He is the youngest ever graduate of Columbia Law School and passed the New York Bar Exam at age 20. He received an LL.B. with First Class Honors from King's College London and a J.D. from Columbia Law School, where he was a Harlan Fiske Stone Scholar and Editor-in-Chief of the Columbia Journal of European Law.



## GENE HILL

Managing Partner  
SV Life

Mentor Class 7

### Professional

Eugene Hill joined SVLS in 1999. He was previously a Partner at Accel Partners in Palo Alto, California for five years, where he was responsible for 12 investments in early stage healthcare service and healthcare information technology companies. Since joining SVLS he has made 12 healthcare services and healthcare information technology investments. He serves or has served on the boards of Accelecare Wound Centers, Homecare Homebase, and ISG Holdings.

Prior to joining Accel Partners, Eugene held several senior management positions, most recently, President of Behavioral Health at United HealthCare Corporation, CEO and President of US Behavioral Health and President and Chairman of Sierra Health and Life Insurance Company.



## JEFF HARBACH

Entrepreneur. Investor. Mentor  
Fellows Class 16

### Professional

Jeff Harbach has been an entrepreneur and investor for the last 10+ years. Jeff was the Executive Director of the Central Texas Angel Network (CTAN), based out of Austin, TX, from 2011-2013. Under his leadership CTAN became one of the most active angel groups in the US, investing over \$20 million in 35 new companies and multiple follow-on rounds. The group also more than doubled in size to over 100 members during Jeff's tenure.

Most notably, Jeff is responsible for changing the way that Austin's angel investors engage with entrepreneurs. By introducing events like CTAN Office Hours, Entrepreneur's Workshops, Pitch Days, and other mentoring and engagement platforms, CTAN has become a recognized brand and a leader in entrepreneurial ecosystems.

As an entrepreneur himself, Jeff has a passion for building successful companies and working with innovative entrepreneurs. Jeff owns two 7-Eleven stores in Las Vegas, Nevada, which he operated for 3 years. After building the necessary management infrastructure for his stores, he went on to lead multiple startups, including a luxury furniture store and interior design firm, a golf focused destination club, and a private country club golf network. During his time in Las Vegas, Jeff was also an angel investor with the Vegas Valley Angels.

### Education/Personal

BS in Business Management/Information Systems from Brigham Young University; MBA from the McCombs School of Business at the University of Texas at Austin, where he served as the Director of the Venture Fellows program and the co-founder of Texas Venture Labs; Kauffman Fellow (Class 16).

Jeff is married to his sweetheart and has four beautiful daughters, with whom he spends much of his time away from work. Jeff is also an ecclesiastical leader in his church and spends 15+ hours each week serving the members of the congregation. Jeff enjoys all sports and outdoor activities, particularly golf, tennis, and running. He is currently training for his first marathon with a couple of his Kauffman Fellows classmates.

**Board Affiliations:** Venture Fellows at the McCombs School of Business; Board Trustee for YCG Funds [YCGEX]



## ALLEN TAYLOR

Director, Global Networks  
Endeavor Global

Fellows Class 16

### Professional

Allen is the Director of Global Networks for Endeavor, an innovative, global non-profit that seeks to transform emerging countries by establishing high-impact entrepreneurship as the leading force for sustainable economic development.

Based in San Francisco, Allen leads Endeavor's efforts to connect its portfolio of 350+ emerging market companies with US-based mentors and investors. His current work focuses on building out Endeavor's west coast presence, and leading the Endeavor Investor Network - a new initiative designed to connect US-based venture capitalists with high-impact entrepreneurs and local investment partners in emerging markets across Latin America, the Middle East, and Africa.

Previously, Allen spent three years in Endeavor's New York headquarters, running the firm's rigorous search and selection process. Prior to joining Endeavor, Allen co-founded and directed the US-based non-profit organization Princeton in Latin America (PiLA) and spent time in Europe supporting program expansion for the London-based NGO GuideStar International.

### Education/Personal

Following his graduation from Princeton University with a degree in German Culture and European Politics and a certificate in Latin American Studies, Allen spent time as a Fulbright Scholar in Berlin, Germany. A native Californian and travel enthusiast, Allen has studied, worked and traveled in over 70 countries. His passions include languages, innovation, entrepreneurship, and all things Argentine.



## STEVE REALE

General Partner  
Levensohn Venture Partners

Fellows Class 14

### Professional/Education

Steve Reale joined LVP in October 2000 and is focused on enterprise/service provider infrastructure and demand-side Cleantech technologies. Steve joined LVP from ZuluSports.com, an Internet-based adventure sports portal, where he was an early employee and Director of Finance. Prior to ZuluSports, Steve held a variety of equity research positions at Robertson Stephens, Van Kasper & Company and JP Morgan, covering a broad range of industries including outsourced financial processors, business services, environmental technologies and services, and retailing.

Since joining LVP, Steve has done significant project work for numerous LVP portfolio companies. He has often led or assisted projects in business development, product marketing, strategic direction and financial exercises. Steve currently serves as a board member at BigFix, Capella, and Consolidated IP Holdings (CIPH). He is also an unofficial board observer at Akros Silicon, BroadLogic, and Ubicom.

Steve is a graduate of Middlebury College, where he received a BA in International Politics/Economics and Japanese. He is a Chartered Financial Analyst and is a member of the Kauffman Fellows Program Class 14



## WARD ASHMAN

Founder and Partner  
Trimergence, LLC

### Professional

Ward Ashman is Founder and Partner of Trimergence, LLC; and is the inventor of the patented Trimergence system. This coordinated matrix of self-awareness and interpersonal tools enable corporations, teams, and top leaders to build collaborative partnerships based on mutually evolving trust.

Ward holds a Ph.D. in clinical psychology (including coursework in the MBA program) from Temple University, a Master's degree in counseling from Santa Clara University, and a Bachelor's degree in psychology from the University of Colorado, Boulder



## IAN SCHMIDT

Managing Partner  
Trimergence, LLC

### Professional

Ian Schmidt is the Managing Partner of Trimergence, LLC. Ian's focus is on creating breakthroughs in awareness to drive individual and team peak performance. Ian leverages over a decade of corporate experience in addition to his extensive training in the area of executive development. He holds a Master's degree from Harvard University, as well as international study, leadership research and teaching experience in Germany, Austria, and Japan.



## CINDY HESS

Partner  
Fenwick & West

### Professional

Cynthia Hess is Co-Chair of the Startup Practice partner at Fenwick & West LLP, a law firm specializing in high technology. She concentrates on counseling emerging growth companies, venture capital financings, mergers and acquisitions, and IPOs.

Cynthia represents a wide range of high-technology companies, ranging from privately held startups to publicly traded companies and venture firms. Clients include: GoPro, LendingClub, Mobitv, Nextdoor.com, Hightail, Yume, American Express, Cisco Systems, and IgnitionVentures.

Cynthia has lectured on topics of venture capital investments, startup company issues, and initial public offerings.

### Education

Cynthia holds a JD degree, cum laude, from Cornell University, and an AB from Princeton University, Woodrow Wilson School of Public and International Affairs.

She is a member of the Bar in California, New York, Connecticut, Pennsylvania, and Oregon.



## WARREN PACKARD

Venture Partner  
Draper Fisher Jurvetson

Founder/CEO  
Thuuz

### Professional/Education

Warren Packard is a Venture Partner at Draper Fisher Jurvetson. He currently serves on the Board of Microfabrica. Warren also leads the firm's investments in **BinOptics**, **Hola!**, **Primet Precision Materials**, and **YeePay**. He is also the Founder and CEO of **Thuuz**, a consumer platform for real-time sports discovery, tune-in, and sharing. Prior to joining the firm, Warren co-founded Angara Database Systems, a main memory relational database company, which was acquired by Personify. Prior to co-founding Angara, he was an Associate at Institutional Venture Partners, investing in early-stage technology companies. Before IVP, Warren was a Senior Principal Engineer in the Advanced Product Development Group at Baxter International. Warren is a Phi Beta Kappa graduate of Stanford University and holds a BS and MS in Mechanical Engineering: Smart Product Design. He received his MBA from the Stanford Graduate School of Business where he was an Arjay Miller Scholar.



## PATRICK VAN DER PIJL

CEO  
Business Models Inc.

Producer  
*Business Model Generation*

### Professional

Patrick van der Pijl, CEO Business Models Inc., facilitates the formulation of new business model strategies in international organizations, finding strengths and weaknesses of their business model and supporting business model innovation. Patrick has 17 years of experience in innovation, organizational (re)design, process (re)design and business modeling for (inter)national organizations in many industries among others Entertainment, Media and Telecom, Hospitality, Financial Sector.

Patrick challenged the traditional publishing business model through a Self Published Crowdfunded Business Book “Business Model Generation” (BMG) in cooperation with Alex Osterwalder, Yves Pigneur, Alan Smith and Tim Clark. BMG was crowdsourced and -funded in 2009 by a community of 470 co-creators from 45 countries. At the moment more than 500.000 copies have been sold worldwide and the book is translated into 26 languages.



## LISA KAY SOLOMON

Innovation Studio  
US Partner, Business Models Inc.

### Professional

Lisa Kay Solomon teaches innovation and venture studio at the groundbreaking MBA in Design Strategy program at San Francisco's California College of the Arts. Building on her background in experience design, scenario planning, and business strategy, Lisa is passionate about helping leaders think originally and expansively about the future, and their role in creating it. She has brought her "Innovation Tradecraft " to executive teams in diverse organizations, such as Herman Miller Inc., Toyota Financial Services, Citrix, Stanford's Media X, and the Kauffman Fellows Program. She also works with educators to bring innovation and discovery skills into primary education through teacher and student workshops. Lisa has lectured at such leading business schools as Stanford University, University of California Berkeley, Cornell University, and the University of Virginia.

She is the coauthor of the forthcoming book *Moments of Impact: How to Design Strategic Conversations that Accelerate Change* (Simon & Schuster, 2014) with Chris Ertel, which describes how to apply design principles to high-stakes, open ended strategic challenges

### Education/Personal

Lisa holds an MBA from New York University's Stern School of Business, where she was a Dean's Scholar and recipient of NYU's university-wide service award in leadership, and a BA in government from Cornell University. She lives in Menlo Park with her husband Glenn and two daughters.





## BILL TOBIN

Partner  
Strayer Consulting Group

### Professional

Bill Tobin is a partner at the Strayer Consulting Group, an organization development firm specializing in helping technology companies build strong management teams. Headquartered in Silicon Valley for twenty years, SCG has worked with hundreds of start-ups, 150 public companies and has been affiliated with more than 30 venture groups as special limited partner or professional advisor.

At the Center for Venture Education, Bill oversees the flow of each module of the Kauffman Fellows' curriculum, working closely with the CVE team, faculty, and deans to assure that the material the fellows experience is always challenging, well-conceived, and grounded in the realities and possibilities of the venture industry.

Bill brings 25 years of consulting and high technology experience to his work, from PricewaterhouseCoopers (PwC), public companies such as Sun Microsystems, Intel, Ampex, RasterOps, and 3DO, and as a founding executive and board member at startups DotRocket and MediaFlex. Bill is an experienced business consultant and coach who offers his clients hard-won technical and organizational insights. He specializes in guiding companies that are navigating through strategic or operational growth opportunities or that are seeking out integrated, cross-functional problem-solving approaches in their business.

### Education

Bill has an undergraduate engineering degree from Drexel University and has completed post-graduate engineering and business studies at Stanford University and the University of California. He is an advisor and former chairman of the MIT/Stanford Venture Lab, an advisor at the Entrepreneurs Foundation and the Software Development Forum, and is active in a variety of Bay Area organizations that work with entrepreneurs and early stage companies.

Bill loves getting outside to run, mountain bike, and ski and in his copious spare time enjoys books, music, food and wine. A Philadelphia native, he now lives in San Jose, CA with his wife. Bill also has two beautiful daughters.



## PHIL WICKHAM

President & CEO  
Kauffman Fellows

Fellows Charter Class

### Professional

Phil serves as the President and CEO of the Center for Venture Education in Palo Alto, CA. The mission of the Kauffman Fellows Program is to develop the next generation of leaders in venture capital. Success for Phil means that entrepreneurs are building more enduring companies and investors are achieving superior returns. Overseeing all aspects of the CVE, Phil continues to push the program's international expansion. He also has a special passion for venture capital's opportunities globally in helping to meet societal needs.

Phil is a veteran venture investor and startup entrepreneur. Early in his career Phil co-founded the publishing company Reference Media in Tokyo, Japan, grew it to scale and sold it to the Princeton Review, where he became VP of Sales for Japan and Korea. Later, Phil served as General Partner at JAFCO America Ventures, a billion-dollar fund backed by leading Japanese financial and technology players such as Hitachi, Mitsubishi, NEC, Itochu, Nomura, and Nippon Life Insurance. Phil went on to become a partner and run US operations for Copan, a European venture fund based in Munich, Germany, where Phil also served on the Board. He has shepherded more than 30 investments, including Ikanos, Web Methods, Com21, and Emergent. Phil currently serves on the board of S2 Technologies, Trilibis, and Silicon Valley Association of Startup Entrepreneurs (SVASE), and is an advisor to the Creandum fund in Stockholm.

### Education/Personal

Phil holds a BS from the Aerospace Mechanical Engineering School at the University of Arizona, and an MBA from Rensselaer Polytechnic Institute. When not working--or playing hockey--Phil can be found in Los Gatos with his wife and two daughters.

### Fellowship

A Charter Class member of the Kauffman Fellows Program, Phil served his fellowship at OneLiberty/Flagship Ventures in Boston with mentor Ed Kania.

Phil was a CVE founding board member and serves on the board as CEO.