









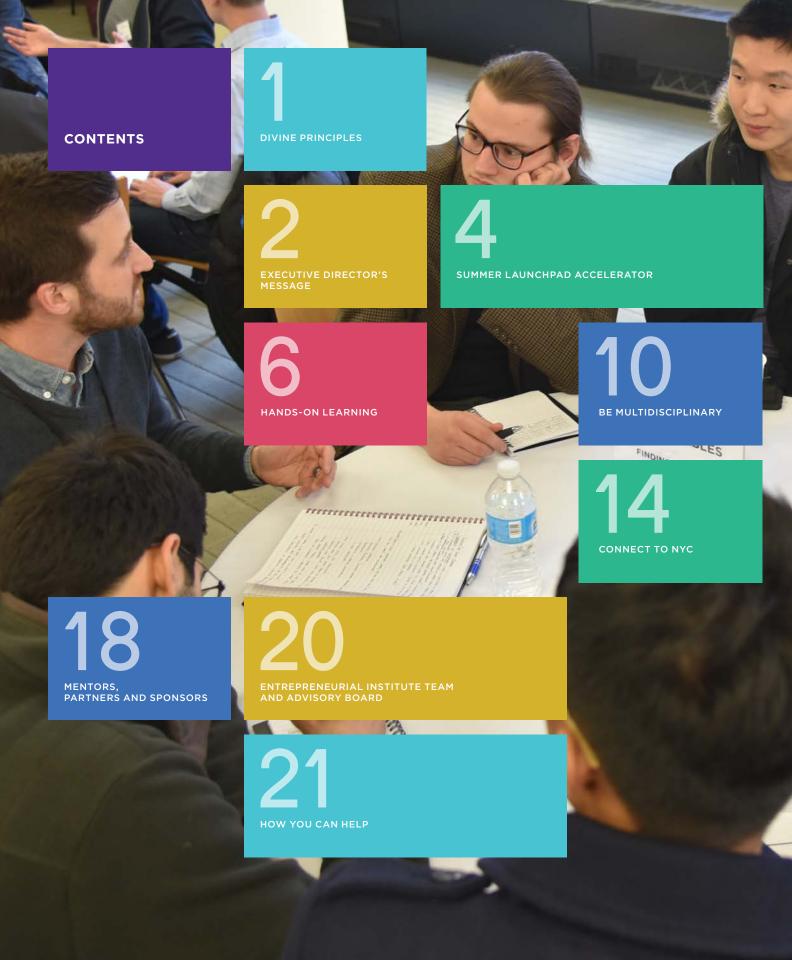


Engaged Diverse Connected

2017 Annual Report







NYU Entrepreneurial Institute

Our Divine Principles

Champion Hands-On Learning

Our entrepreneurs learn by doing—interviewing, prototyping, testing, validating. Our motto is: "Success starts with understanding your customer."



Be Multidisciplinary

Good inventions can and do come from all parts of the University, interests and levels of study. Successful startup teams draw on varied experiences, skills and perspectives.



Connect to NYC

Because we are integrally in and of the city, our students have unrivalled access to world-class entrepreneurs who speak, teach and mentor here; to investors who can guide and help scale businesses; to a vibrant startup ecosystem that incubates and supports; and to potential customers from all walks of life.



2017 Annual Report

Executive Director's Message

Everyday I am inspired by how NYU entrepreneurs are creating startups that help alleviate social or environmental issues, enhance quality of life, and reimagine how ordinary problems can be solved in extraordinary ways.

The NYU Entrepreneurial Institute was founded in 2010 with a challenge to embed creative problem-solving and entrepreneurial capability across the largest, most diverse global university in the world. Thanks to the hard work and collaboration of many, we have risen to the challenge. This Fall Semester alone, 4,000 members of the NYU community visited our home at the Leslie eLab. Our staff and partners offered 1.172 one-onone coaching sessions in the last year, a nearly 20% jump over the previous year.

With a growing number of NYU students and faculty seeking to start new startups and commercialize their ideas and inventions, we have been refining our offerings to ensure that we support more teams at all stages of the entrepreneurial pipeline.

To bring the benefits of experiential learning to NYU entrepreneurs earlier in their development, we are reaching out to faculty members, expanding our Startup School offerings, and

engaging with teams earlier. Our goal is that 100% of the teams applying to our flagship Summer Launchpad accelerator will be better prepared for the rigor of this program before applying. And we are well on our way.

Startups benefit from diversity of input. We are proud of our ongoing work with female entrepreneurs and across NYU's diverse schools and colleges that help us foster greater inclusion, and encourage varied perspectives for every project and team. We're proud that 49% of Institute visitors are women.

We continue to expand and deepen our relationship with the New York City startup ecosystem and with the innovators and investors who come to speak, mentor and coach NYU entrepreneurs. At the same time, across industries, sectors and boroughs, the city is mutually benefitting from the infusion of entrepreneurial talent and the newly (and some not-so-newly) launched startups built by NYU students, alumni and faculty.



138

TEAMS IN PIPELINE

20

TEAMS WITH CROSS-NYU SCHOOL AFFILIATIONS

81

TEAMS CURRENTLY AT NYU 17

NYU SCHOOLS REPRESENTED

We have been fortunate to play such an important role at NYU as entrepreneurship takes hold on college campuses and in the global marketplace. Thanks to the Institute's staff, students at all levels of study, our committed faculty, extraordinary coaches, mentors, supporters and partners, and NYU leadership, we cull insight, experience and talent from the entrepreneurial world and make it a cornerstone of teaching and learning at NYU.

8C38ll.

Frank Rimalovski
Executive Director

Our Principles in Action

What does it take to turn ideas and inventions into viable ventures?

Through immersive and project-based learning, our entrepreneurs build and pressure-test their solutions in the real world, with real-world customers. Leveraging diverse insights and inputs, our multidisciplinary teams create truly ingenious solutions and bring varied skill sets to bear on growing their businesses. And, in the heart of the New York City entrepreneurial world, NYU founders connect to startup visionaries—our partners, neighbors and members of the NYU family, who teach, speak, coach and mentor here.











Highlights

SUMMER LAUNCHPAD 2017

88

APPLICATIONS

10

ACCEPTED TEAMS

80%

OF ACCEPTED TEAMS PARTICIPATED IN OTHER ENTREPRENEUR-SHIP PROGRAMS AT NYU

80%

TEAMS HAVE FEMALE FOUNDERS SUMMER LAUNCHPAD 2013-2016*

2/3

TEAMS STILL WORKING ON ORIGINAL OR NEW STARTUP

61%

RAISED NON-DILUTIVE FUNDING

34%

RAISED DILUTIVE FUNDING

24%

CURRENTLY GENERATING REVENUE Thanks to Summer Launchpad teams, New York City hospitals can protect elderly patients from falls, fashion designers from coast to coast have a better avenue to reach customers, and psychotherapists connect with the right clients at the right time.

Summer Launchpad provides these and other highly promising early-stage startups the support and resources they need to succeed and grow. Selected teams receive one-on-one coaching, customer development training, collaborative workspace and \$10,000 in non-dilutive funding, all in an immersive hothouse atmosphere.

The accelerator thoroughly expresses our divine principles—fostering hands-on learning across disciplines while connecting to the city. Teams pound the pavement (literally and virtually), conducting ten to twenty interviews per week with target customers, payers and partners, to test and validate the commercial viability of their ideas. Team applications represented 13 NYU schools and colleges, and selected teams spanned Tandon, Tisch, College of Arts & Science, Stern, Steinhardt, the Graduate School for Arts & Science, and the Silver School of Social Work. The program is deeply connected to New York City's entrepreneurial ecosystem, tapping over 30 mentors, coaches and potential investors who help teams accelerate from vision to scale.

WINNING TEAMS







Levitas

Falls are the leading cause of injury-related death among hospitalized elderly patients and cost the healthcare industry billions of dollars a year.

Amar Seoparson (Tandon '17) and Anthony Oganov (CAS '17) created wearable activity monitors that alert nurses when their patients are at risk of falling—a solution that reduces injury, saves lives and saves hospitals money. Levitas, which was conceived during the 2016 Healthcare Makerthon, now has three active pilots across New York City health facilities. The startup also won the NYU-Yale Summer Accelerator Pitchoff and was a finalist in the NYU InnoVention competition.

ShopDrop

Every day, somewhere in New York City, there is a gold mine of opportunity for brands seeking to clear inventory and discerning shoppers looking for a deal: the sample sale.

Estee Goldschmidt (Stern '17) co-founded ShopDrop to connect brand to shopper through a comprehensive interactive guide to urban sample sales. Summer Launchpad helped the team strategically take to the streets of New York City where the customers are, and learn what they needed most.

My Wellbeing

An online platform that values human relationships, My Wellbeing matches patients with therapists who uniquely meet the patient's individual needs and even takes the next step to schedule initial consultations.

My Wellbeing reduces stigma around therapy with curated content, and connects therapy-seekers with compatible and accessible psychotherapists in NYC. "I encourage people with heart-on-fire ideas to pursue them full speed," says Alyssa Petersel (Silver '17)

MORE WINNING TEAMS

























Champion Hands-On Learning

Engage Experience Amplify

The most powerful way to learn to build a startup is to build a startup, with the daily trials of innovation, collaboration and investigative problem-solving at the core. Across the University, we work with teams, classes and faculty, offering essential handson startup skill development. These are skills that serve students in any career path they pursue. To build a robust pipeline of promising teams, we have been amplifying our outreach to the "entrepreneurcurious."





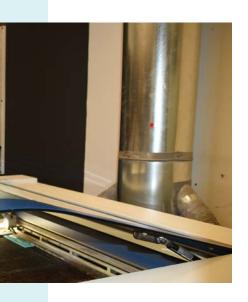


Prototyping Fund

Building Solutions

Experiential by design, the Prototyping Fund helps launch multidisciplinary startup teams who are inventing products to solve a problem. Among this year's fund recipients, a diverse mix of Tandon undergraduates and graduate students seeking solutions to the challenges of food production created an innovative Food Computer, a specialized climate-controlled chamber that is trying to revolutionize urban farming. A team of students from Tandon, CAS and Gallatin created solar-charged power banks to help Syrian refugees power essential devices. And students from New York and Shanghai created a dosage-regulating pill bottle to help combat the opioid epidemic.

The Fund, offered in partnership with the Tandon Greenhouse, awards teams of undergraduate and graduate students grants of up to \$2,500 to build hardware or software prototypes, and connects them with the resources, tools and mentors to bring their ideas to life.





This is what the innovation ecosystem at NYU is all about—encouraging collaborations across schools and disciplines, helping those with ideas play with them and make them real, and inspiring all our participants to use their know-how to create products and services that might create a positive impact in society."

Anne-Laure Fayard

Associate Professor of Technology Management and Innovation

AWARDED PROJECTS REPRESENTED



MINDFULNESS AND SAFE-DRIVING APPS



WEARABLE TECHNOLOGY



SMART RECYCLING TECHNOLOGY



AR APPLICATIONS

66

I have led numerous workshops at the Startup School and I see the value in the huge diversity of workshops that it offers. This is an incredible starting point for those interested in entrepreneurship to begin their journey with all of the Institute's offerings."

Kristine Di Bacco Fenwick & West

Ignite Fellowships

Peer Power

Teams selected for Ignite Fellowships accelerate the formation of their venture through extensive dialogue and targeted skills workshops with experienced entrepreneurs, investors and each other. Peer-level support in the startup trenches can be invaluable, as student and faculty participants share experiences, solutions, lessons learned, and contacts. Our fellows are grouped into three cohorts: early-stage ventures, pre-seed mid-stage ventures, and healthcare-specific ventures. To meet growing demand for startup support, we will increase the number of Ignite Fellowships in 2018.

Startup Sprints

Idea to Startup in 2 Weeks

Our new Startup Sprints offer students the chance to go from idea to viable startup in only two weeks. Teams accepted into Startup Sprints learn the tenets of startups-interviewing customers, articulating a value proposition, building a prototype, and more. Then they put their training to work immediately, testing their business model and product hypotheses with customers. Each team receives a \$350 grant to help build their product or service and \$5,000 in credits for Amazon Web Services. The most promising teams are eligible for additional grants and opportunities. The January 2018 cohort represents the diversity of NYU with 31 participants across 12 schools, 61% of whom are female founders.



61%

OF JANUARY 2018 STARTUP SPRINT PARTICIPANTS
WERE FEMALE FOUNDERS



20 teams

SELECTED TO PARTICIPATE
IN THE FALL 2017
IGNITE FELLOWSHIP





The Leslie eLab continues to be the hub for NYU entrepreneurs to build their ventures. Since opening in 2014, there have been over 96,000 visits to the Leslie eLab, representing 22 separate schools across NYU. The Fall 2017 Semester alone saw 4,000 unique visitors, the highest amount per semester

NYU Entrepreneurial Institute

96,000
VISITS TO LESLIE eLAB

since opening.



FACULTY OUTREACH

We have stepped up our outreach to faculty members who teach experiential, project-based classes, enlisting them in helping us identify high-potential teams—students with good ideas and the right mix of skills, who work hard and partner well, and are passionate about their idea.



Scott TaitelWagner Graduate School of Public Service

"The Institute has been instrumental in supporting social entrepreneurship across NYU and beyond. Successful teams usually boast diverse backgrounds, experiences, and skills. The Institute offers exactly this, where students, faculty, and researchers meet to build great things and drive innovation to achieve social impact."



Beth NoveckDirector of the GovLab,
Tandon School of
Engineering

"At the Governance Lab we value being part of a broader entrepreneurial community at NYU. Our undergraduate, graduate and adult learners take advantage of the offerings at the Leslie eLab and use its materials to help advance their work, which in turn benefits the communities where they have impact."

Support Diversity

Creating a successful startup calls for varied perspectives, talents, insights and support—a true cross-pollination. Guided by our principles and informed by our metrics, we strategically attracted and supported even more multi-school and highly diverse teams in 2017, boosted participation of communities traditionally underrepresented in startups, and fostered conversations among entrepreneurs meeting similar challenges while coming from different places.







NYU Entrepreneurial Institute

Championing Women

Women are typically underrepresented in the startup world—but not at NYU. Our metrics consistently show that women come through the doors of the Leslie eLab, attend events, join winning teams and secure funding in numbers equal to men. To ensure that female entrepreneurs continue to thrive, we have launched several initiatives connecting them to resources, opportunities and one another.

#NYUFemaleFounders brings women together for panels, networking events and coaching to help them find partners, mentors, potential investors and other vital resources for scaling a startup. Our Startup Sprints have a special focus on amplifying women's participation in STEM-related fields.

Convening for Change

Over the past year, we have seen a rise in the number of NYU entrepreneurs addressing socio-environmental challenges through their ventures. To support them, we are convening roundtable discussions for faculty and staff whose research, courses and programs support mission-driven ventures. More than 25 faculty and staff across nine NYU schools have participated in collaborative discussions on topics such as ethical entrepreneurship and supporting the UN's Sustainable Development goals through entrepreneurship.

Roundtable faculty have invited Institute staff into their classrooms and research labs to offer teaching content, mentoring sessions, start-up bootcamps and other support to students and researchers. A new blog series, Bettering the World through Entrepreneurship, continues the conversation on topics such as human rights, climate change and media ethics.

50%

NYU INNOVATION VENTURE FUND COMPANIES WITH WOMEN FOUNDERS OR COFOUNDERS





NYU SCHOOLS/COLLEGES
REPRESENTED BY LESLIE
ELAB VISITORS



2017 Annual Report

66

"NYU and the medical community benefit from the ideas and experiences gained over the course of the Healthcare Makerthon."

Andrew Hamilton NYU President





HEALTHCARE MAKERTHON

Collaborate to Innovate

With insights from NYU schools of business, mathematical science, medicine, nursing, public service, engineering and public health, NYU entrepreneurs brought disruptive innovation and high-tech solutions to some of the most pressing problems in healthcare today. The 2017 challenges, crowdsourced from NYU Langone Health practitioners, included creating wearables for geriatric patients and applying next-gen technology to improve the antiquated EKG diagnostic. In 48 hours of intensive customer discovery and mentorship, teams prototyped viable solutions with the potential to make people safer and healthier. A collaboration with NYU Langone Health, the Healthcare Makerthon is one of the Institute's many initiatives to foster innovation across specific industry verticals.

12 NYU SCHOOLS/ COLLEGES REPRESENTED

50%
OF PARTICIPANTS WERE
WOMEN

2017 WINNERS

CardiaCare

Monitors heart health issues in geriatric patients and notifies doctors of risks CAS, School of Medicine, Tandon

Gware

Wearable device for geriatric patients that alerts EMS in an emergency CAS, Langone Health, Tandon, Courant

HealthHuddle

Digital dashboard for coordinating nursing care to prevent complications during hospital stays

Tandon, Wagner, Langone Health, CAS

Heart2Heart

Updates EKG interpretation through machine-learning and 3D visualization CAS, Tandon, School of Medicine, Langone Health, Stern

100%

OF ALL TEAMS
REPRESENTED 3+ SCHOOLS

PARTICIPANTS

43%
GRADUATE STUDENTS



30% UNDERGRADUATES

27% FACULTY



Creative Thinking Across the Curriculum

The Institute staff joins a robust group of NYU faculty whose classes center on creative problem-solving across diverse disciplines and fields. Institute Executive Director Frank Rimalovski teaches Venture Creation in the Biomedical Industry. an experiential, project-based course in which PhD students and postdocs work on commercializing their own or another's NYU technology. Assistant Director Rebecca Silver teaches Hacking for Energy, a multidisciplinary class between NYU and Columbia University for graduate students to develop and test solutions to pressing problems in energy and sustainability sectors. The class uses Lean Startup

methods and addresses urgent energy issues advised by industry hosts, who also serve as mentors.

Additionally, two new Master's programs demonstrate NYU's commitment to solving societal problems with cross-disciplinary thinking. The new Master's Degree in Computing, Entrepreneurship and Innovation combines courses at the Courant Institute and Stern School of Business. At the intersection of business and technology, Stern's Tech MBA immerses students in experiential, project-based coursework in New York City and Silicon Valley.



100+

ENTREPRENEURSHIP & INNOVATION CLASSES AT NYU

16

NYU PROFESSORS

TRAINED AS LEAN

LAUNCHPAD EDUCATORS





In and Of the City

NYU in general, and the Entrepreneurial Institute in particular, are thoroughly in and of New York City—deeply enmeshed in its wellsprings of creativity, business, culture, thought and action. With our location and our connections, inspiring entrepreneurs—from rising stars to superstars—frequently visit the campus to teach, speak, coach and mentor. And our students and faculty have the distinct advantage of pressure-testing their startups in one of the world's most commercially vibrant and and diverse cities.







STARTUP SCHOOL

Everything You Always Wanted to Know About **Startups**

Should I raise capital or join an accelerator? What's the secret to customer acquisition? How do I build a social venture at scale? We invite experts from across the NYC entrepreneurial ecosystem to visit the Leslie eLab, share their insights and answer questions about getting a startup off the ground. Students and faculty at all stages of entrepreneurial development are welcome to attend. Startup School topics include: How to Build Products Users Love; Immigration Law for Entrepreneurs; and Crowdfunding Your Business.

INSIGHTS FROM STARTUP SCHOOL

ON BUILDING A TEAM



Your team will be a reflection of you and your values."

Nihal Parthasarathi (Stern '08) Founder, CourseHorse

ON CROWDFUNDING



Our community is drawn to people and passion. It's okay to be yourself."

Julio Terra (Tisch ITP '11) Director of Technology and Design, Kickstarter



STARTUP SCHOOL 2017

ATTENDEES

INCREASE IN ATTENDANCE BETWEEN SPRING

INSTRUCTOR EFFECTIVENESS RATING

AND FALL '17

SCHOOLS REPRESENTED

ON PITCHING



If you're the founder of a startup, there aren't many people to be brand advocates. You are it."

Allison McGuire Founder & CEO, Walc

BLACKSTONE LAUNCHPAD

The Value of Experience

When veteran entrepreneurs look back on their start, they often cite someone who believed in them, gave them lasting advice, and made a profound difference. A coach. A mentor. NYU entrepreneurs are extremely fortunate to have access to some of today's smartest, boldest and most successful entrepreneurs as Blackstone Launchpad coaches.

Experienced venture coaches across a wide range of fields come to campus regularly to supplement coaching from the Entrepreneurial

Institute staff. Together, we provide NYU founders with support, practical knowledge and tactical advice, from customer discovery and value propositions to the financial skills necessary to take a business to the next level. We tap New York's abundant sector expertise in finance, healthcare and biotech, social enterprise, real estate, media and entertainment, fashion and advertising, among many others. A generous gift from the Blackstone Charitable Foundation makes this program possible.



2017 ENTREPRENEURS FESTIVAL

40

NYU ENTREPRENEUR SPEAKERS 20

NYU SCHOOLS REPRESENTED

46

NYU STARTUPS PRESENT



900 ATTENDEES

STUDENT ORGANIZERS 14
SPONSORS

OFFICE HOURS

Priceless Investment: Time

In a city where great entrepreneurial advice is only a subway ride or Uber trip away, NYC startup experts from accelerators, venture capital funds, law and accounting firms hold office hours at the Leslie eLab to offer personalized time to NYU student and faculty entrepreneurs. In a recent Office Hours session, Adrian Grant (Stern '05), of the Comcast Ventures Catalyst Fund, encouraged founders to focus on validating their business ideas early. "Traction matters more than how beautiful the product is," he says. "The best [way] to optimize for investment is to have customers."

370 JAY STREET

An Innovation Hub Grows in Brooklyn

NYU is forging the future of technology innovation and creative engineering with an extensive \$500 million high-tech renovation of the former MTA headquarters in downtown Brooklyn. The first occupant to move in was NYU's Center for Urban Science and Progress (CUSP), a leader in urban informatics. The Entrepreneurial Institute is also planning a presence in the building. "It is our vision that 370 Jay Street will house engineers, research scientists, game designers, media artists, and musicians—all interacting and collaborating under one roof," says NYU President Andrew Hamilton.

2017 ENTREPRENEURS FESTIVAL KEYNOTES



Even if you don't necessarily have the 'credentials' for the thing you want to do, if you have enough passion and if you're willing to work hard enough, it's possible."

Scott Harrison

(CAS '98), Founder of Charity: Water



Trends go back and forth. 'I want the fastest, cheapest way to get something.'
Then, 'I want the most personalized, hand-crafted version.' Know where you sit in that spectrum, and listen to your customer base."

Carley Roney

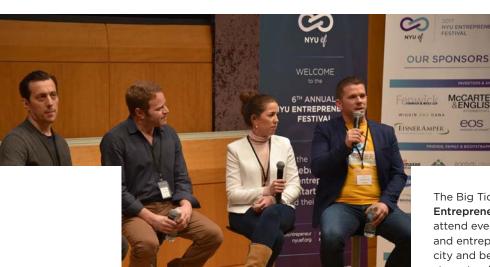
(Tisch '90, '94), Co-Founder of the Knot at XO Group



If you're really thinking different, a lot of people won't get it until you've actually proven it."

Jonathan Teller

(CAS '91), Founder of EOS



The Big Ticket: Our annual Entrepreneurs Festival is a mustattend event for NYU-born ventures and entrepreneurs throughout the city and beyond. Superstars and rising stars stop by to give and seek advice, support and potential investment.

Blackstone LaunchPad Mentors

Adam Goulburn Lux Capital

Alanna Gregory VIVE Lifestyle

Alex Iskold TechStars

Ali Heron Two Sigma

Allison McGuire

Alon Bonder Venrock

Amit BansalDigitalis Ventures

Andrew Kangpan Two Sigma Ventures

Andy Breen Argo Group

Blake StevensAlexandria Launch-

Brendan DickinsonCanaan Partners

Brian CohenNew York Angels

Brian Laung AoaehKEC Ventures

Brian Shimmerlik Vengo Labs Brittany Laughlin Lattice Ventures

Cynthia Koenig Wello Water

Dan Kantor Pilotship

Dan Melinger FanDuel

Eric KrollVenture Catalyst

Eric Martinez VSA Partners

Erica GruenOaklins DeSiva+
Phillips

Geri Kirilova Laconia Capital Group

Giff Constable Axial

Gopal Chopra pingmd

Greg SlamowitzAmbrose

Jen van der Meer Reason Street

Jennifer Byrne Quesnay Jim Kelliher Drift

Jo Schneier Cognotion

John Elton Greycroft Partners

Jonathan Cherins Yext

Josh Nussbaum Compound

Katie Shea Kairos

Kim Armor Comcast Ventures

Lindsey Gray Two Sigma Ventures

Liz CrawfordBirchbox, Genacast
Ventures

Lucas Nelson Lytical Ventures

Mark Pinney Magnetic

Nayeem Hussain Keen Home

Owen Davis Contour Ventures Raj Patel Techstars

Rob Fassino Joor

Rob RosenbergProlog Ventures

Ryan Jacoby Machine.io

Steven Kane Entrepreneur

Suraj Kapoor WayUp

Sutian DongFemale Founders
Fund

Vince Passione LendKey

Vlad Vukicevic Meural

Yasser Ansari Willow

Zack Schildhorn Lux Capital



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EISNER AMPER



CHEROKEE ACQUISITIONS







































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Rebecca Silver Assistant Director



Fiona TengMarketing &
Communications
Manager

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Managing Director
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Jeffrey Bogatin CEO at Liquidity Works



Di-Ann Eisner (Steinhardt '94) Director of Growth at Waze



William Grabe (Eng '58) Advisory Director at General Atlantic LLC



Dr. Paul M. Horn Senior Vice Provost for Research at NYU



Steve Kane (Tisch '84) Entrepreneur



Dr. Jay Kranzler CEO of Regenovation



Mark Leslie (WSC '66) NYU Trustee and Managing General Partner at Leslie Ventures



Ken Miller President & CEO of Ken Miller Capital



Dr. Nedal Shami (CAS '00) Co-Founder and Chief Strategy Officer at CityMD Urgent Care



Dr. Jessica Swartz (CAS '00) NYU Trustee and Sr. Director of Strategy Planning at Pfizer Essential Health



David Tisch (Law '06) Managing Partner at BoxGroup



Fred Wilson Co-Founder and Managing Partner at Union Square Ventures



NYU entrepreneurs have accomplished great things over the past year. As all of us in the startup world know, it would not have been possible without all hands on deck.

The NYU Entrepreneurial Institute is, in promise and in practice, fueled by supporters like you. We are extremely grateful to our corporate and individual sponsors for their generous contributions that ensure the future of the Institute.

Your philanthropic support is truly a force multiplier. When you donate to the Entrepreneurial Institute, you not only help teams launch startups that make a difference in the world today. You help entrepreneurs invent a rewarding future for themselves and for others in a connected and global world.

Please contact Alison Hoffer, at alison.hoffer@nyu.edu or 212-998-0425, to contribute to, partner with or learn more about the NYU Entrepreneurial Institute.







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