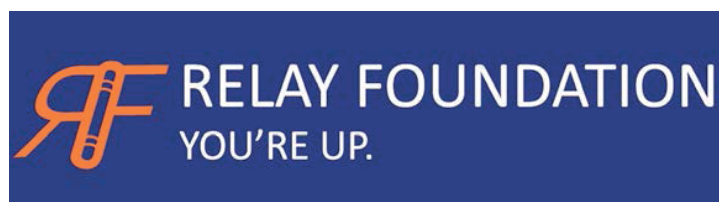


Partners



JUMP!

Globalize Your Venture

Thought Leadership Summit
on **Global Entrepreneurship**



April 6
Fort Mason
San Francisco

Proudly presented by



<http://www.hultventuregroup.com>
hvc.sanfrancisco@student.hult.edu



To All Our Volunteers

Adaeze Iheanachor (Nigeria)	Michael Østergaard (Denmark)
Alexandra Danahy (France)	Michael Heinan (United States)
Ana Cristina Garcia (Colombia)	Monzer Khafagy (Egypt)
Anastasia Vestfal (Russia)	Nathalie Marroquin (Colombia)
Camila Garcia (Brazil)	Sandy Callata (Perú)
Charline Pflieger (France)	Silvia Suarez (Colombia)
Chunlan Shen (China)	Thao Nguyen (Vietnam)
Duygu Gun (Turkey)	Thomas Speckman (United States)
Edimar Rosa Jr (Brazil)	Kei Nakahara (Japan)
Eudore Ntwari (Burundi)	Toyin Ladipo (Nigeria)
Jasper Hormann (Netherlands)	Vanessa Romero (Venezuela)
Ken Ling Tan (Malaysia)	Anja Komlenovic (Croatia)
Liza Cabrera (United States)	Vlatko Lesic (Croatia)
Mevira Munindra (Indonesia)	

Agenda

- 12:30** Welcome Reception
- 1:00** Fireside Chat: Wendy Lung, IBM Ventures
Global entrepreneurship in the eyes of a cross-national investor
- 1:30** Panel: Challenges with international expansion
- 2:10** Latin America: Chances and Challenges in a thriving market
- 3:00** Break with open bar and appetizers
- 3:20** Fireside Chat: Hugh Molotsi, intuit
Lean startup methodology in the context of global entrepreneurship
- 3:45** Europe: A diverse and attractive market for startups
- 4:40** Break with open bar and appetizers
- 5:00** Russia, China: Emerging and lucrative options for entrepreneurship
- 5:50** Fireside Chat: Stephen Manley, EMC Corporation
Build, Buy, Partner: How international startups help a global corporation stay innovative across the globe
- 6:20** Networking with open bar and snacks
- 8:00** International Afterparty

JUMPI

The Thought Leadership Summit on Global Entrepreneurship

Ever wondered how to globalize a startup? How to set your foot into a different country? What the secret sauce to international business development really is?

We bring together the experts in global venture expansion from the investment and incubator community to share their best practices. Business Development Executives and growth-phase start-up CEOs will share their individual globalization challenges with peers and experts.

JUMPI aims to open new doors to the challenging world beyond established home markets. Come to share, plug into the world and JUMPI

What is special about JUMPI?

Hands-On Sessions: Get advice on your individual globalization challenge. Select the regions you are interested in!

Tap into a Global Ecosystem: Make connections with potential partners who can support you with your globalization endeavor.

Collaborative Environment: Exchange different region-specific perspectives supporting fellow JUMPers.

Hult Venture Group

The Hult Venture Group is a non-profit platform at Hult International Business School in San Francisco for all entrepreneurs and everybody aspiring to become one. We connect graduate level business school students, entrepreneurs, the start-up ecosystem and investors. We do so by organizing startup bootcamps, investor pitches and conferences.



Jessica Loman - MBA Candidate 2013

HVG Member/Sobiz: Beyond Profit Director. Jessica is a Solutionary and Leader for 8+ years with focus in education, international development and retail management. She facilitated social entrepreneurship practices for 300+ business leaders and young innovators. Inspired and fundraised internationally for more than 1,000 high school students. Awarded Fulbright for leadership and dedication towards mutual understanding between nations.



Ander Dobo - MBA Candidate 2013

Ander is an intrapreneur, business development professional and co-president of the Hult Venture Group. With 8 years experience in the telecom, IT solutions, call center and business consultancy sectors, he has led efforts of multifunctional business unit and project teams through all stages of the customer life cycle in delivering business solutions. His broad based experience is founded on forging solid and sustainable business partnerships across corporate interfaces and cultures in the value chain.



Karolina Chachulska - MBA Candidate 2013

Karolina is an MBA Candidate at Hult International Business School. She is Polish and she has 6 years of experience working for Big Four companies in financial audit and management consulting. In her most recent pre-MBA work for Ernst&Young Karolina was advising both small and large companies on various aspects of doing business in Poland.



Stephen Gershuni - MIB Candidate 2013

Current Master of International Business student at Hult International Business School; spent 3 years working in the video gaming industry in Russia developing market-shaping digital distribution and various mobile applications. As a member of the Hult Venture Group, Stephen is responsible for online communications and Russian/Eastern European breakouts.



Olga Stepanova - MBA Candidate 2013

Olga is a professional with more than ten years experience in the ICT industry: software design and delivery for telecommunication companies. Recently she took part in the development and formalisation of the business processes for the startup Telecom Service Provider in Russia. In her most recent position she headed the Innovation department with the task of startups, research, patenting, and partnership development. She holds a Masters degree in Computer Science.

**Guillermo Montoto - MBA Candidate 2013**

Guillermo is a 2013 MBA candidate at HULT International Business School, San Francisco Campus. Guillermo grew up in Puerto Rico, where he got his bachelors degree from the Polytechnic University of Puerto Rico in Electrical Engineering. After graduation, he joined a mobile entertainment startup and helped it grow to 15 countries. He led an international, cross-functional team that handled day-to-day operations and as product manager created the company's flagship product.

**Valerie Aizpuru - MBA Candidate 2013**

Previously worked at Grupo Financiero Banorte, the 3rd largest financial Institution in Mexico as an investment banking associate, executing debt issuances, equity offerings as well providing mergers and acquisitions advisory. I truly believe in sharing ideas, continuous learning, and global collaboration as a way to improve the world. As a Hult student I have been provided a very enriched global perspective, which I look forward to developing and sharing throughout all my personal and professional collaborations.

**Lucas Tavora - MBA Candidate 2013**

Management consultant with experience leading assignments on business strategy, project management, process management and business development for large companies, Government and non-profit organizations in Brazil. Additional experience as a sales manager with a large telecom company, founder of a web-based startup and board member of different non-profit organizations.

**Manuel Martin-Rabadan - MBA Candidate 2013**

Entrepreneur with global experience. My professional acumen enables me to excel in a wide array of working environments. I am an enthusiastic and proactive manager with a strong background in business development, international sales, communication and public relations, including negotiations with CEOs and Heads of State, in high pressure environments such as Middle East, Africa or Europe.

**Olga Stryk - MBA Candidate 2013**

Olga is a talented sales professional with over seven years of experience in sales, account management and communication, acquired within technology, e-commerce, finance and media. Due to work and personal circumstances she traveled extensively and has lived and worked in Europe, the Middle East and North America. She learned to adapt quickly to different environments and to be resilient. Areas of Expertise: * Sales management * Relationship management * Communication * Business Development

Fireside Chat: Global Entrepreneurship

**Wendy Lung**

Director, Corporate Strategy
IBM Venture Capital Group

Wendy Lung is Director of Corporate Strategy at IBM Venture Capital Group. Her mission is to leverage external innovation for IBM by building relationships worldwide with VCs and their portfolio companies. Her responsibilities include working with the venture community to drive early insights into IBM's strategy development, expand the ecosystems for IBM's platforms, and build strong partner foundations in emerging markets.

Lung has over a decade of experience with the venture and entrepreneurial communities, including her role as executive for IBM's Net Generation business in Asia Pacific. Based in Singapore, she managed marketing and business development with internet start-ups as well as large service providers across Asia.

With over 20 years in the IT industry, her expertise includes sales, marketing and business development in industry verticals. Most recently, Lung was director of marketing for IBM's global telecommunications industry. Leading teams across North America, Europe and Asia, she was responsible for market strategy/planning and market development with the top service providers in the world. Previously, she was responsible for IBM's wholesale distribution and retail industry marketing for North America. Lung started her career at IBM in sales for the small and medium size business (SMB) market in the Pacific Northwest.

Fireside Chat: Global Startup Innovation



Hugh Molotsi!
VP of Technology Innovation at intuit

Hugh, an 18 years veteran at intuit, is one of the key persons behind QuickBooks Merchant Service, for which he recently received the \$1M Founders Innovation Award. He is now leading the Technology Innovation Group which is responsible for accelerating the discovery and adoption of emergent technologies. He is also responsible for supporting existing and new grass-roots innovation initiatives and overseeing the Intuit Rotational Development Program. Hugh holds a M.S. in Computer Engineering from Santa Clara University.

Fireside Chat: Global Startup Innovation



Stephen Manley
CTO Backup and Recovery Systems Division at EMC Corporation

Stephen, over the past 15 years at both EMC, LogLogic and NetApp, has traveled the world, helping solve backup and recovery challenges and understanding both the current and future challenges of data protection. Stephen holds a B.A. in Computer Science from Harvard University.



Mike Grandinetti!
Managing Director, Southboro Capital LLC

As a serial entrepreneur, Mike has helped lead four venture-backed companies to successful exits for his investors, including 2 IPOs and 4 high multiple trade sales. He currently serves as a Senior Advisor to numerous global start-ups and VC firms across the IT, med tech and clean tech sectors in addition to being a professor of entrepreneurship at Hult.

Meet the JUMPI Team



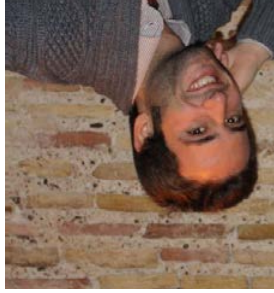
Oliver Gassner - MBA Candidate 2013

Oliver is a 2013 MBA candidate at HULT International Business School with assignments in San Francisco, Shanghai and London. At HULT, he serves as co-president of the Venture Group, responsible for organizing start-up events in the SF Bay Area and connecting HULT to the startup ecosystem. Oliver holds a M.Sc. degree in Biotechnology from the Technical University Munich, Germany and the University of Toronto, Canada, as well as a B.Sc. in Biochemistry.



Tyler Wozny - MBA Candidate 2013

Tyler is an entrepreneurial professional with success leading high performing teams and driving results in fast paced industries. Tyler spent 6 years as a commercial investment advisor at the Bank of Montreal in Vancouver, Canada and received his Bachelor of Commerce degree at McGill University in Montreal. Tyler believes there are three key factors to success: Passion for what you do, conviction through the ups and downs, and a good attitude along the way.



Luigi Congedo - MIB Candidate 2013

Luigi, from Naples, Italy, graduated in Business and Administration at Federico II, in Naples and worked in several industries. He developed a new business strategy for his family business and recently started working for AngelHack in San Francisco. Luigi constantly learns as much as he can and is passionate about the startup ecosystem and international business and has an incredible interest in helping entrepreneurs to succeed.



Lida-Maria Lottko - MIB Candidate 2013

Lida is a social entrepreneurship and design-thinking enthusiast. She has a background in Biochemistry and Cell Biology. Being half German and half Iranian she loves to travel and explore history. Having facilitated many workshops aimed at developing social business ideas, Lida just launched a global social consulting student initiative, creating a real impact for Non-Profits while providing students with first hand consulting experience.



Mohamed Temraz - MBA Candidate 2013

Mohamed is a management consultant and a project manager with extensive experience in managing multimillion-dollar large-scale projects. He has successfully delivered turn-around solutions, and led cross-functional business units to improve business and financial results. Mohamed is also a co-president at Hult Venture Group, overseeing the organizations' various activities and events and currently pursuing his MBA at Hult International Business School.

Regional Session#3: Russia, China, Africa Emerging and Lucrative Options for Entrepreneurship



Jake Diner
Co-founder and CEO at Driveway Software
Eastern Europe, JUMPed to Russia and the USA



James (Jim) Jensen
Partner at Perkins Coie LLP
USA, JUMPed to China / Taiwan



Ilja Gruen
Managing Partner at Silicon Valley Innovation
Center
Russia, JUMPed to the USA



Victor Shaburov
VP at Opera Software, Serial Entrepreneur
Russia, JUMPed to USA



Allen Hsu
Chinese SV Accelerator InnoSpring
USA, JUMPed to China

Panel: Challenges for startups with international expansion



David Antila
MD at Product Strategy Partners
Serial Entrepreneur, USA, JUMPed globally



Rich Pearson
CMO at Elance
USA, helps JUMPers all over the world



Marc-Antoine Ducas
Chief Business Officer at 2XM, Netlift
Serial Entrepreneur, Montreal, JUMPed globally



Rob Bailey
CEO at DataSift, world leader in social data
Serial entrepreneur
USA, JUMPed globally

Regional Session #1: Latin America

Chances and Challenges in a Thriving Market



Humberto A Ramos Amavizca
Co-Founder at Pinstad
Mexico, JUMPed to the USA



Emilio Autran
Serial entrepreneur, Co-founder at Gondolus
USA, JUMPed to Latin America



Santiago Zavala
Venture Partner at 500 Startups Mexico
Mexico, JUMPed to Latin America



Fred Aslan
VP at Venrock, CEO Advance Medical
Board member Bay Brazil
USA, JUMPed to Brazil and Mexico



Alain Harrus
Venture Partner at Crosslink Capital
France, JUMPed to Europe and China



Stefan Jørgensen
Founder and CEO at Itembase
Serial Entrepreneur, Denmark, JUMPed globally



Espen Sivertsen
COO at Type A Machines, 3D printing
Serial entrepreneur
JUMPed to Europe and the USA



Chris McCoy
Lecturer at IE Business School
Serial Entrepreneur, USA, JUMPed to Spain



Ernesto Paiz
Investment Manager at Ecosystem Ventures
USA, JUMPed to Europe and India



Dirk Michels
Partner at K&L Gates, GABA board
Germany, JUMPed to USA and globally

Regional Session #2: Central Europe:

A Diverse and Attractive Market for Startups