Collegiate
CAPITAL PARTNERS

Invest in the future of investing

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Empower the next generation of innovators and investors.

We harness the scrappy nature and drive of top students at Harvard, MIT, Penn, Princeton, and Yale to provide insights and source deals for VC investors across the country.

HARVARD UNDERGRADUATE CAPITAL PARTNERS → HARVARD UNDERGRADUATE CAPITAL PARTNERS, MIT UNDERGRADUATE CAPITAL PARTNERS, PRINCETON UNDERGRADUATE CAPITAL PARTNERS, PENN UNDERGRADUATE CAPITAL PARTNERS, YALE UNDERGRADUATE CAPITAL PARTNERS

2018 2023

Our Story

Collegiate Capital Partners is a student-run organization dedicated to increasing student access to the world of venture capital. Founded in 2018 by Harvard undergrads, we aim to educate students through real-world investing experience.

Be it an industry analysis, campus startup report, or consumer insight survey, we leverage the talent of top students at our campus chapters to augment our clients' deal flows and give VCs an inside look at university innovation ecosystems.

Our Mission

Our goal is student education, and we believe in giving back tangibly to our campus entrepreneurial ecosystems.

Since our founding, we've worked with 2300+ student-run startups and given tens of thousands of dollars to talented and under- epresented early-stage founders. 100% of any financial contribution you make goes to supporting initiatives like our grants, fireside chats, and accelerators for university communities and founders.

ACME, DN, NfX, SEQUOIA, GGVCAPITAL, SILICON VALLEY DATA CAPITAL, a16z, WINKLEVOSS CAPITAL

5 universities
120 members
60 VC partners
$245B partner AUM
2300+ startups

> *I've been very impressed with the thoughtfulness of the HUCP team's work. They quickly understood what we were looking for and have introduced high quality companies.*
>
> *KELLY CHEN, DATA COLLECTIVE, PARTNER*

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Our Services

We strive to add real value to firms while giving our members investing experience, taking care of everything from analyst selection and training to onboarding for a seamless experience on your end.

- Analysts selected through a **rigorous multi-step interview** and case study process with a **<10% acceptance rate**
- Intensive **training curriculum** developed by advising network spanning **Harvard Business School professors** and **partners at firms** like Sequoia, Bessemer, and Insight
- Specific **team technical/business backgrounds available** upon request

Sourcing

We leverage our unique student perspective to **monitor university innovation hubs** and provide curated startup updates to our partner investors.

- Bi-monthly deliverables of **15-20 companies** , narrowed from 250+ by strength and vertical
- **Warm introductions** to specific founders
- Access to a proprietary **online portal** of all startups Collegiate has ever sourced, including real-time company updates
- Access to professors, key opinion leaders, alumni, and of course, students at Harvard, MIT, Penn, Princeton, and NYU/Columbia
- Your time commitment **< 1 hour per month**

$2,500/semester to receive deliverables, a dedicated point of contact, and warm introductions

Diligence

We **augment our VC partners' bandwidth** for deal flow with teams of student analysts researching live deals for **40+ hours/week.**

- **Dedicated team** of 4-6 student analysts for your firm, led by an upperclassman principal and associate with VC/startup experience
- **Weekly deliverables** spanning everything from industry theses and custom market-sizing to highly technical portfolio consulting and customer validation calls – tailored to your firm's needs
- Ability to draw on professors, students, university research databases, industry experts, and more
- Your weekly time commitment **< 1 hour per week**

$5,000/semester for a dedicated team

Hybrid

Want to work with both our sourcing and diligence teams? Receive a team of 4-6 highly experienced analysts to represent your firm on campus and perform your desired combination of diligence and sourcing work.

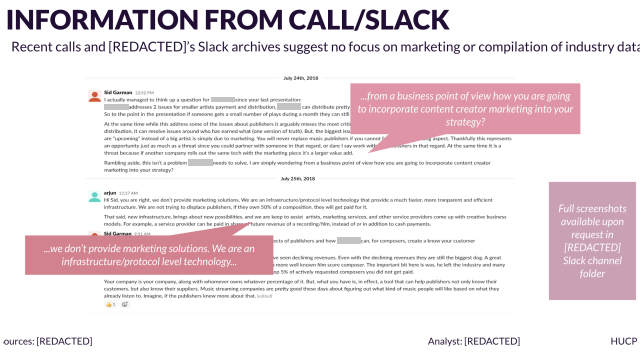
$6,000/semester for a dedicated team

Consumer Insights

Need to validate an untested thesis? Want to know how the Gen Z market really thinks? Set up a custom survey or focus group that we will execute within our multi-campus network. Firms will receive a breakdown of respondent demographics, as well as relevant statistical insights.

$1,000-3,000/project, depending on requested number of questions and respondents

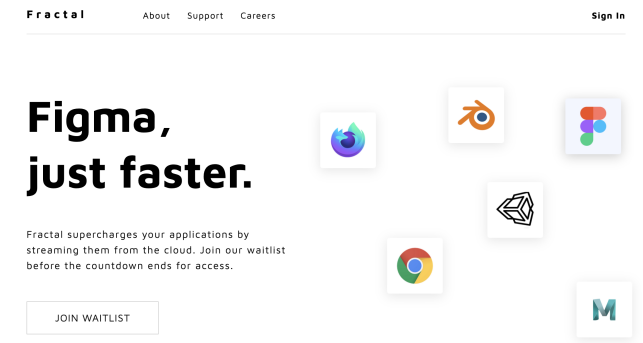
Appendix: Case Studies



Diligence: Research into Stealth Startup

A Harvard diligence team was tasked with researching a local media rights startup in stealth that was competing with one of the client's potential investments. The analysts not only managed to set up a call with the target startup, but they also discovered the startup had undergone a name change, which led them to an old company Slack workspace that required the students' .edu emails to access. The information found over the course of one week was so thorough that the client VC ended up asking the target startup stealth to pitch them.

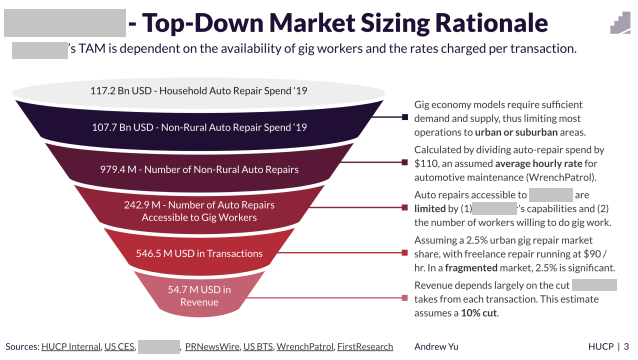
$23M in investments facilitated



Sourcing: Cloud Computing Startup

An MIT analyst scouted a Harvard senior working on a way to allow anyone to stream apps from the cloud, eliminating performance issues caused by underpowered hardware. An introduction Collegiate made to one of our partner firms led to a $750,000 pre-seed investment, the first of many more by investors including Slow Ventures, Basis Set Ventures, and Rough Draft Ventures.

> *I am deeply impressed by the talent and passion of the entrepreneurs HUCP introduces and get great satisfaction when I can introduce targeted companies to the angel groups I am part of.*
>
> *MARJORIE RADLO, LAUNCHPAD VENTURE GROUP*



Diligence: Mobility Market-Sizing

A Harvard diligence team was asked to analyze trends in the mobility space by interviewing truckers and making a custom market-sizing for a labor exchange platform for mechanics. Interviews were conducted for the former over the course of a week via phone, email, and even Reddit, and a sample of the market-sizing is shown here. The findings were presented to a relevant company under consideration and used to ultimately pass on the deal.