

WILLIAM CHU
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Education	MIT SLOAN SCHOOL OF MANAGEMENT	Cambridge, MA
1999 -	MBA Candidate 2001, emphasis in New Product and Venture Development and Finance <ul style="list-style-type: none">Activities: Venture Capital club, Media Tech club, \$50K Competitor, Sloan basketball team	
	TUFTS UNIVERSITY	Medford, MA
1995 - 1997	MS Electrical Engineering	
1990 - 1994	BS Electrical Engineering <ul style="list-style-type: none">Honors: Magna Cum Laude, Dean's List, Eta Kappa Nu and Tau Beta Pi Honor SocietiesActivities: Intramural basketball league team captain, Asian House manager, part-time jobs	
Experience	INFORMATION TECHNOLOGY UNIVERSITY (ITU) VENTURES	Los Angeles, CA
2000 -	<i>MIT Campus Partner, ITU Venture Capitalist</i> Founding MIT Campus Partner. Led each stage of the venture finance process (deal origination, due diligence, term sheet negotiation) and subsequent value creation activities (Board of Directors duties, recruiting, preparation for additional financing, business strategy/technology oversight & guidance). <ul style="list-style-type: none">Elected to the Board of Directors of a portfolio company creating wireless infrastructure softwareIncreased the valuation of the wireless portfolio company (isovia) by over 100% in three monthsEstablished presence in the crowded MIT/Boston entrepreneurial & venture capital communities	
	ADERO	Boston, MA
Summer 2000	<i>Senior Technical Research Consultant, Office of the CTO</i> Developed and reviewed network architectures and technical documentation consulting for the CTO. <ul style="list-style-type: none">Created network architecture and usage specifications for Adero's EdgeFusion & Content Bridge services, an Internet-wide content distribution network (CDN) leveraging caching technologyAnalyzed technology and network architectures of rival CDN's such as Akamai and Digital Island	
	FIDELITY INVESTMENTS	Boston, MA
1996 - 2000	<i>Senior Manager, Internet Business Development and Product Management</i> Founding member of Fidelity's web partnership team and product development team. Delivered web-based financial services by managing all phases of the software and product development cycles. <ul style="list-style-type: none">Helped increase Fidelity's online customer base and online assets by over 1000%Assisted in negotiating the terms and conditions of 10+ partnerships worth over \$3 millionDeveloped business relationships with firms such as Microsoft, Lycos, BigCharts and Quote.comLed numerous cross-functional project teams that developed a high capacity, high availability, multi-platform internet site integrating personal market data (news, quotes, charts, portfolios and research), servicing over 2 million online clients, and handling over 40% of Fidelity's web trafficAnalyzed competitive landscape to recommend tactics and strategies to senior managementManaged vendors that improved Fidelity's products, competitive position and time to market	
	WEB SECURITIES, LLC	Philadelphia, PA
1996	<i>Co-founder and President</i> Co-founded an Internet company to build an advertiser supported finance portal, "The Web Financial Network (c)" (www.webfn.com), and a virtual stock exchange, www.websecurities.com. <ul style="list-style-type: none">Developed the business plan, sold plan to investors and capitalized company with \$150,000Managed business partnerships and negotiated content redistribution agreements with premier information providers such as Reuters, PR Newswire, Business Wire and PC QuoteFormed and managed a software development team and hired 5+ employees and/or contractorsDefined the product and business requirements and led the development of a working prototypeBuilt internal financial models to determine a pricing strategy and to market the company's value proposition to potential sponsors and advertisers	
	TEXAS INSTRUMENTS	Attleboro, MA
1994 - 1996	<i>Design/Marketing Engineer, Telecommunications Business Unit</i> Lead member of a product engineering team that developed a diagnostic system for the public telecommunications network. Promoted to marketing engineer after nine months to identify new markets for existing products, forecast new business opportunities and guide technology investment.	
Interests	<ul style="list-style-type: none">Basketball, Mountain biking, Tennis, Movies, Traveling and Family real estate business	