

# 3rd Annual Entrepreneur's Showcase & Leadership Forum

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Discussion Panel:

## "Connecting Innovation to Financing"

Woods Hole Oceanographic Institution, 21 July 2017

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### **Kenneth P. Morse**

Serial Entrepreneur, Angel Investor & Global High-Tech Sales Veteran

Advisory Board, WHOI Center for Marine Robotics

Chairman & CEO, Entrepreneurship Ventures Inc., Boston

Member, National Advisory Council on Innovation & Entrepreneurship (NACIE), Washington (4 years)

Founding Managing Director, MIT Entrepreneurship Center, Cambridge (1996 – 2009)

Visiting Professor, ESADE Business School, Barcelona



# Desired Outcome of this Discussion

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1. Are we at an inflection point?
2. What does it take to earn good investors?
  - Angels
  - Institutions
  - Trade Sales
3. Lively discussion and Q&A





Dana and Ken at an MIT Reunion



Jim Bellingham, Admiral Mike Connor, and Ken Morse at the 1st Annual Center for Marine Robotics Entrepreneur's Forum, December 2015



# 1366 Technologies Wafers for IHI Solar Modules: An example of Frank's long March

**Bedford, MA and TOKYO – March XX, 2014 –1366 Technologies**

today announced that IHI Corporation will use the company's Direct Wafers™ in two new solar installations in Japan. The projects lay the foundation for a long-term partnership between the two companies, in which 1366 supplies IHI, a global solar project developer, EPC contractor and operator, with PV modules incorporating .....



HOME ABOUT 1366 TECHNOLOGY MEDIA CENTER



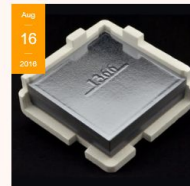
1366 Technologies Supplies Direct Wafer® Products for First Commercial Solar Array



1366 Technologies Achieves 19.9% Efficiency Using Direct Wafer® and Hanwha Q CELLS Q.ANTUM Cell Technologies



1366 Technologies and Hanwha Q CELLS Achieve 19.6% Efficiency Using Direct Wafer® and Q.ANTUM Cell Technologies



1366 Technologies Introduces 3D Wafer Feature

# Teams are Essential to Success

*“In the world today there is plenty of technology, plenty of entrepreneurs, plenty of money, plenty of venture capital. What is in short supply is great teams. For me, it is team, team, team. Others might say people, people, people — but I am most interested in the team as a whole.”*

- John Doerr, Partner,  
Kleiner Perkins Caufield & Byers



# What does it take to get VC Funding

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- Large, growing Market
- Inflection points
- Sustained effort
- Teams
- Technology, which provides sustainable competitive advantage
- Supportive ecosystem/clustering
- Smart funding for Seed and Series “A”

