

***The Future is Now:
Large Corporate Connects
with Early-Stage Innovators***

Presented by:



Hosted by:



Event Partners:



April 20, 2017
8:00 - 11:45 am
Newark, NJ

The Future is Now:

Large Corporate Connects with Early-Stage Innovators

Best Practices in Deals between Early-Stage Innovators and Large Companies in M&A, Investment, Etc.

an exciting invitation-only event

Presented by ACG New Jersey

Hosted by Gibbons P.C.

Gibbons Conference Ctr., One Gateway Center, 21st Fl, Newark, New Jersey
(directly across street from Newark Penn Station/NJT/Amtrak/PATH, with convenient adjacent parking)

April 20th, 2017, 8:00 am - 11:45 am

A special morning event for:

i) Large Co Execs: Development/ Strategy/ M&A/ Transactional/ Venture/ Legal, and ii) Early-Stage Entrepreneurs & Investors

Keynote:

“Lessons Learned Doing Deals between Early-Stage Innovators and Large Companies”

Brian Cohen

Chairman, New York Angels

Founding Partner, New York Venture Partners

Panel Discussions:

Panel 1: “The Lifecycle of an Entrepreneur Turned Angel Investor”

Individuals who took the plunge to become entrepreneurs, created/built/ ultimately successfully exited in deals with larger corporations, then became angel investors helping other entrepreneurs with their ventures.

Mario Casabona, Entrepreneur and active Angel Investor, **Founder/CEO Electro-Radiation 1982/sold to Honeywell 2004**, **Founder/CEO TechLaunch Business Accelerator**, **Chairman Emeritus of Jumpstart New Jersey Angel Network**, **founder Casabona Ventures micro-VC fund**, providing early-stage Private Equity to tech companies

Sanjay Jain, Entrepreneur and active Angel Investor, **Founder/CEO DataLinx 1997, sold to KKR portfolio company, Aricent**, large R&D and services company, in 2007, **Member New York Angels** involved in review, evaluation, coaching and investing in early stage and start-up companies in the technology sector

Michael Lackland, Entrepreneur and active Angel Investor, **President The Lackland Companies**, **Member Jumpstart New Jersey Angel Network**, built **Lackland Self-Storage** business to \$200 million+ value, exited to public company **Sovran Self Storage**

Moderator, Murat Aktihanoglu, Entrepreneur, Founder/Managing Director, **Entrepreneurs Roundtable Accelerator (ERA) in NYC**, technologist to Fortune 500 including **AT&T, Sony, Panasonic, Logitech, Pioneer**, last startup before ERA was **Centri**, has established engineering infrastructures and SW development methodologies for **Improv, Sonicbox, Plaxo, Anyone, CoolIris**

Panel 2: “Corporate Venture Investing in Early-Stage Companies”

Paradigm shift: 20 years ago large companies were commercializing their own technologies. Today's reality is that new, early-stage companies are the key to large company growth, especially as smallco tech can kill the largeco cash cow. We will discuss how corporations are increasingly investing in, acquiring, & tracking the technology of early-stage companies.

Sim Blaustein, **Partner/New Investments, BDMI - Bertelsmann Digital Media Investments, Inc., Bertelsmann SE & Co. KGaA**, early-stage investments in innovative companies in digital media

Frank Cannone, **Corporate Chair, Gibbons P.C., advisor for fund investors, fund formations**

David Horowitz, **founder/CEO, Touchdown Ventures, manager of Fortune 500 corporate venture capital funds, former Managing Director, Comcast Ventures**

Dr. Lutz Stoeber, **Investment Director, Evonik Venture Capital, Evonik Corporation**, early-stage investments in innovative, high growth potential companies in specialty chemicals with megatrends solutions in resource efficiency, health & nutrition, globalization

Moderator, Skip Braun, Partner and Leader in Emerging Growth, Grant Thornton

Agenda:

8:00 - 9:00 am – Registration and Light Breakfast Buffet

9:00 - 9:30 am – Welcome and Keynote Address, Brian Cohen, Chairman/ NY Angels, Founding Partner/ NY Venture Partners

9:30 - 10:20 am – Panel 1: “The Lifecycle of an Entrepreneur Turned Angel Investor”

10:20 - 10:50 am – Introductions: all attendees invited to give brief 10 to 20 second introductions

10:50 - 11:45 am – Panel 2: “The Creation of Corporate Venture Funds”

11:45 am - Close of Formal Conference

Optional: 11:45 am - 1:30 pm - Speakers Roundtable Discussions & 1-on-1 discussions, Box Lunch provided:

i) roundtable discussion rooms led by panelists, ii) One-on-One Connection Meetings between Early-Stage/Investors/CEOs & Corporate Officers, ii) private meeting rooms available, iv) general networking

Registration: ACG Members \$20.00. Non-Members \$25.00. **RSVP:** acgnewjersey@acg.org, 855-224-6500