



Innovation and Entrepreneurship across Academic and Programmatic Environments



Why?



Two Passions:

- 1) Education
- 2) Entrepreneurship

Entrepreneur Disguised as an Educator



- **Passionate**
- Risk Taker
- Innovator
- **Visionary**
- Strategic
- **Creative**
- Grit
- **Embraces failure**
- Resilient
- Builder

Overview (How?)



- Setting a **Vision**
- Creating **Partnerships**
- Leveraging **Social Capital**

Blackstone LaunchPad

Presidential Leadership Scholar

Vision:

Building a sustainable ecosystem for entrepreneurship in DFW

Partnership:

Creating a university “anchor” to act as the go-to resource for entrepreneurship in DFW



Blackstone LaunchPad

Key Elements To a Successful Start-Up Community

- 1) Capital Sources
 - DFW is ranked 3rd in concentration of wealth in USA
- 2) Supply of Innovation, Ideas, and Entrepreneurship
 - DFW has a number of incubators/accelerators combined with low cost of living
- 3) Local Industry Support
 - Texas is 2nd in number of Fortune 500 Company Headquarters
 - Companies incubating start-ups and creating their own VC Funds (AT&T, Toyota)
- 4) University Anchor
 - University of Texas at Dallas
 - Tier 1 Research Institution (Innovation)
 - Talent Pipeline (Students/Faculty/Alumni)



Blackstone LaunchPad



Strong Leadership

Director of Blackstone

- Traditional Leadership
 - Research Focus in Entrepreneurship
 - Non-Practitioner but incredible knowledge of VC
 - Ph.D. preferred
- Innovative Leadership
 - Venture Capital Investor
 - Leadership & Ability to Communicate Vision
 - Entrepreneur

Blackstone LaunchPad



Bryan Chambers Director, Blackstone LaunchPad at UT Dallas

- Entrepreneur
- Venture Investor
- Director of UT Dallas Seed Fund
- MBA, University of Texas at Arlington
- Professor; Masters of Science in Innovation and Entrepreneurship

Jonsson School Overview



- One of the most rigorous & technologically advanced programs in the USA
- Economic driver for industry relevant growth in North Texas
- 2X Growth in past 8 years
- 6 Departments
 - Computer Science, Bioengineering, Mechanical Engineering
 - Electrical Engineering, Systems Engineering, Material Science
- 165+ Faculty
- >7,400 Students
- >\$53MM in Research Funding
- (Over 30% of students are International)
- 1,200 Internships to Industry



Fearless 2020 Overview



- **Vision:**
For The Jonsson School at UTD to be the most coveted place to teach, research, or study in the Southwest.
- **Two Areas of Focus:**
 - 1) Excellence in innovation, teaching, & research
 - 2) Access for students in higher education
- **Priorities:**
 - Engineering Building West (COMPLETE!)
 - Scholarships / Fellowships
 - Faculty Research (Endowed Chairs/Professorships)
 - Program Support specifically for entrepreneurship



Fearless 2020 Partnerships



- Blackstone Launchpad at UTD
- Dallas Mavericks
- Dallas Business Journal
- US-India Chamber
- Communities Foundation (CFT for Business)
- Frisco Chamber
- Dallas Women's Foundation
- North Dallas Chamber



UTDesign

Custom-designed solutions for your engineering and computer science needs



Corporate Stakeholder



Students



Faculty/Staff

THE UNIVERSITY OF TEXAS AT DALLAS

utdallas.edu/utdesign/

UT DALLAS | Erik Jonsson School of Engineering and Computer Science

UTDesign

Custom-designed solutions for your engineering and computer science needs

Notable Companies

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Jonsson School & Blackstone Launchpad

HOW IT WORKS

STUDENTS GET

Training provided by the Institute for Innovation and Entrepreneurship and Blackstone LaunchPad at UT Dallas.	UTDesign® Capstone team—including a technical mentor (faculty advisor) and at least four senior Jonsson School students.
\$4,000 (1 semester project) to \$5,000 (2 semester project) cash.	A corporate startup mentor to grow entrepreneurship and project management skills.

100 PERCENT OWNERSHIP OF THE RESULTS

THE ERIK JONSSON SCHOOL OF ENGINEERING AND COMPUTER SCIENCE

- Vision:** Opportunity for Jonsson students to engage in hands-on entrepreneurial learning experiences
- Partnership:** Connecting the Jonsson School, Jindal School and Blackstone
- Social Capital:** Investors/supporters

Founding Sponsors

leading by collaboration

UTD & Blackstone's International Focus



- **Vision:** Engaging our alums and partners on Blackstone's innovation in China
- **Partnership:** Creating an opportunity for research funding for Dr. Voit and manufacturing partnership
- **Social Capital:** ITTN and US-China Investment Summit

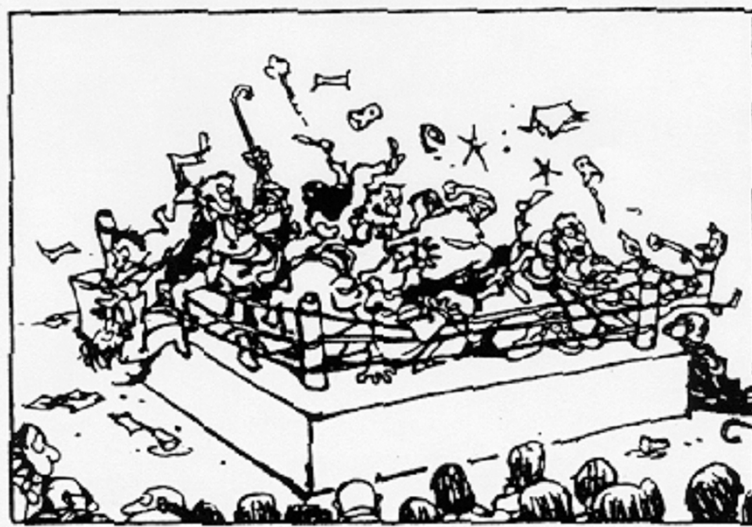


Vision Statement



- **Assessment** - What is your true north?
- **Articulation** - Why do you do what you are doing?
- **Coordination** - If you asked your team "what's our vision?", would you get a consistent answer? Have you conducted an assessment?
- **Consensus** – Build a critical mass of people who believe your in vision

Strategic Partnerships



4 C's To a Good Partnership



- **Complementarity**
 - Resource differentials could provide value
 - Ex: Blackstone and Jonsson School
- **Congruence**
 - Understand partner's motivation and needs
 - Ex: The Jonsson School and Dallas Mavericks
- **Compatibility**
 - Value aligned and share similar vision
 - EX: Bryan, Angela, Chris
- **Change**
 - Will partner's objectives change over time?

Social Capital



- “Social capital is the goodwill available to individuals. Its power is in the person’s social relationships to provide influence when needed.”

Ider & Kwon, 2001

How do you build social capital?

- 1) Consistently articulate values
- 2) Find ways to selflessly support and/or give value
- 3) Your Network = Net Worth

Our Purpose



- “Providing access for people through education and entrepreneurship”
– **BHATTI**
- “Being competitive in VC space and helping entrepreneurs”
– **CHAMBERS**
- “Being the expert in cross border business (US & China) and servicing the foreign investor/partner/entrepreneur”
– **CHEN**

Thank you!

Chris Bhatti

Assistant Dean

University of Texas at Dallas

Jonsson School of Engineering and Computer Science

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Blackstone LaunchPad

**Entrepreneurial Trends
& Investment Insights**



Part 1

“Inclusive Entrepreneurship”
Accessible to everyone, and all majors

Entrepreneurial thinking and skills are
important to even the largest businesses

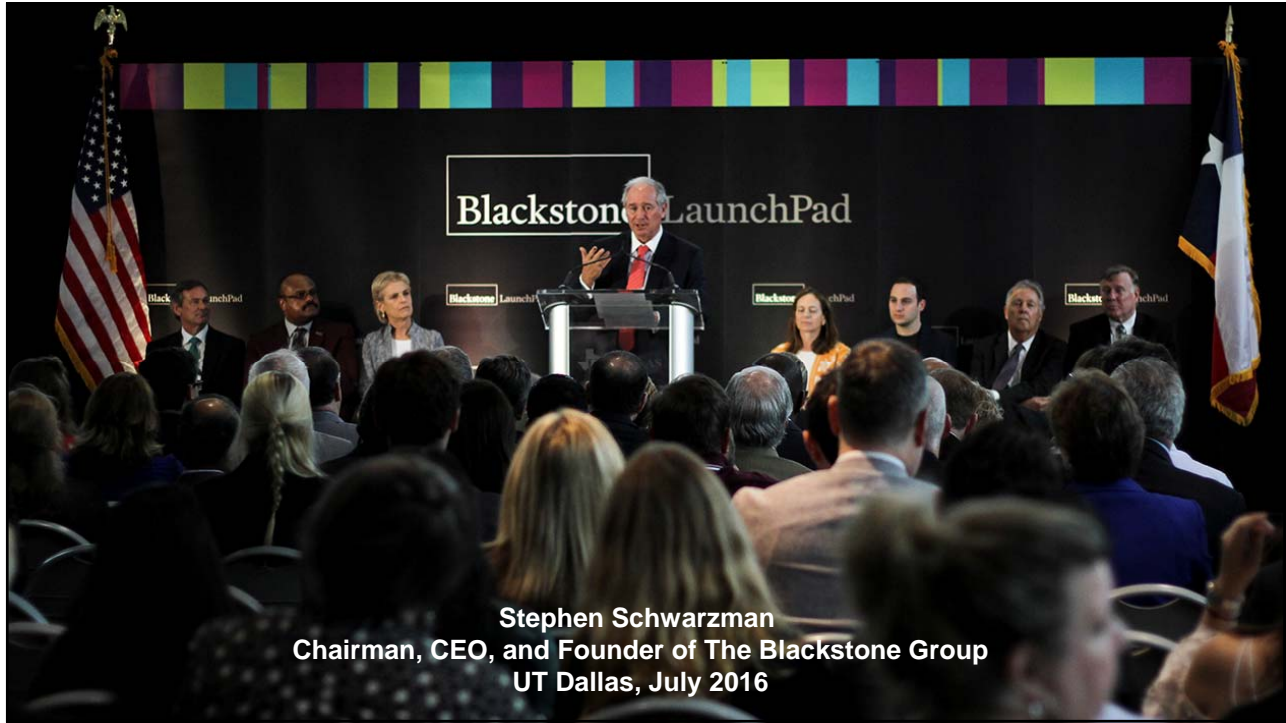
\$450,000,000,000

Blackstone is the largest private equity group
and alternative investment firm in the world.



VERSACE



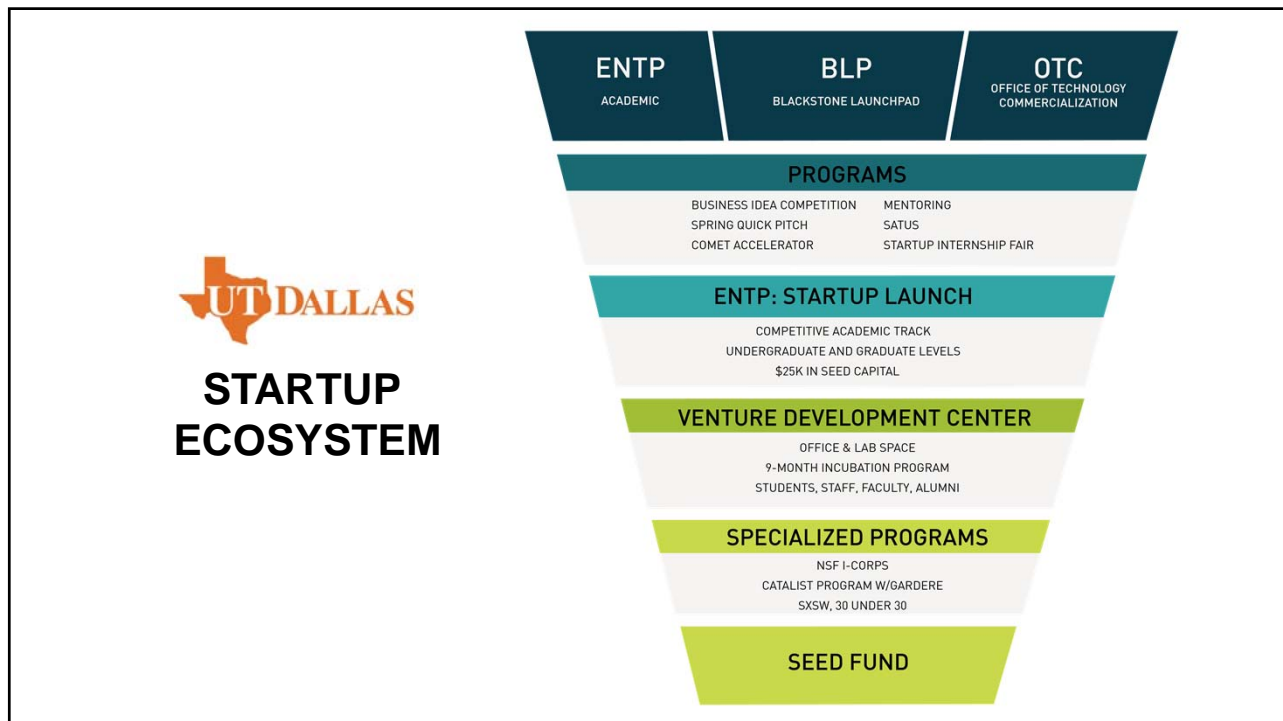


Blackstone LaunchPad UT DALLAS

20 Universities To Support UTD Entrepreneurs 630K Students Globally

LAUNCH MENTOR GROW

COOLEST COLLEGE STARTUPS HUFF POST amazon launchpad KICKSTARTER Inc. SXSW MUSIC FILM INTERACTIVE SSM STUDENT STARTUP MADNESS MC MASSCHALLENGE Forbes 30 UNDER30 amazon web services

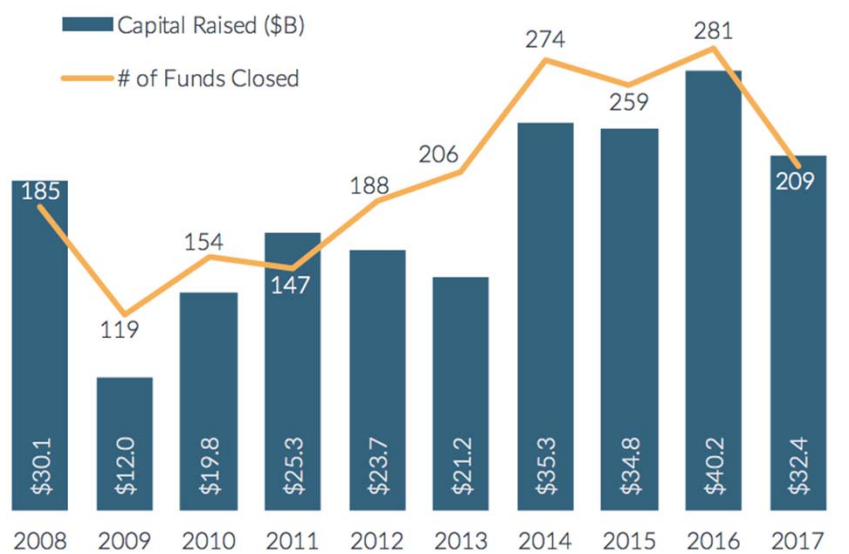


Part 2

Venture Capital Outlook US & Global

\$143B raised since 2014

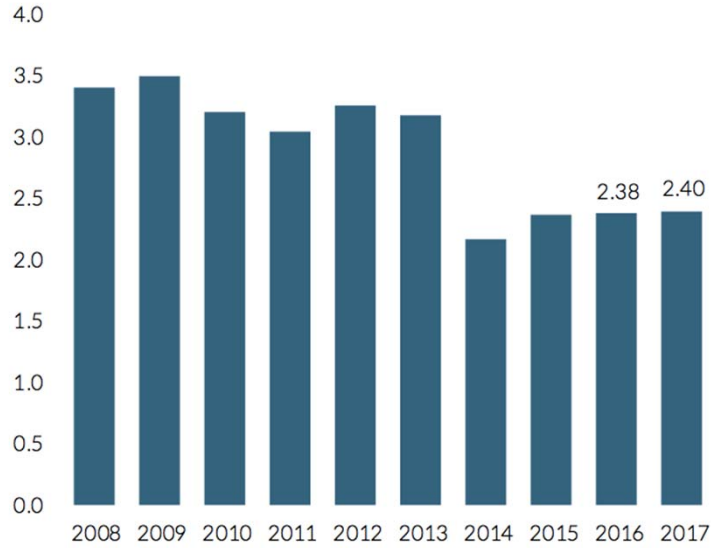
US VC fundraising activity



PitchBook-NVCA Venture Monitor

Firms raising next funds faster

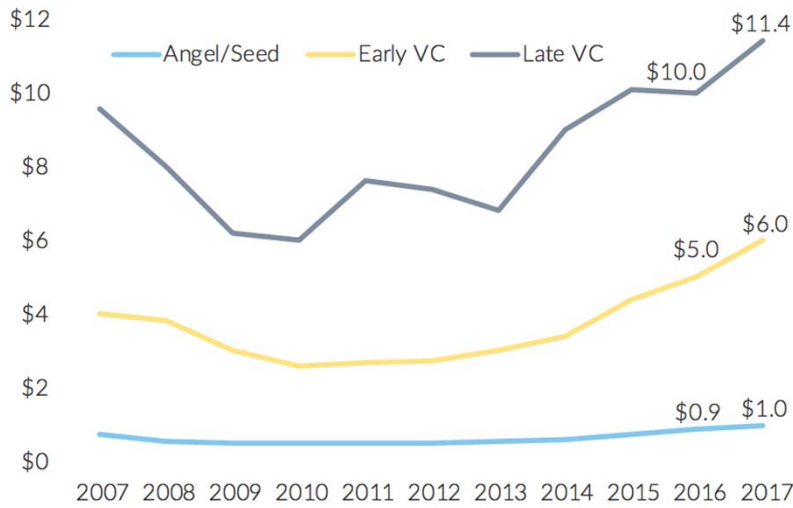
Average time (years) between funds



PitchBook-NVCA Venture Monitor

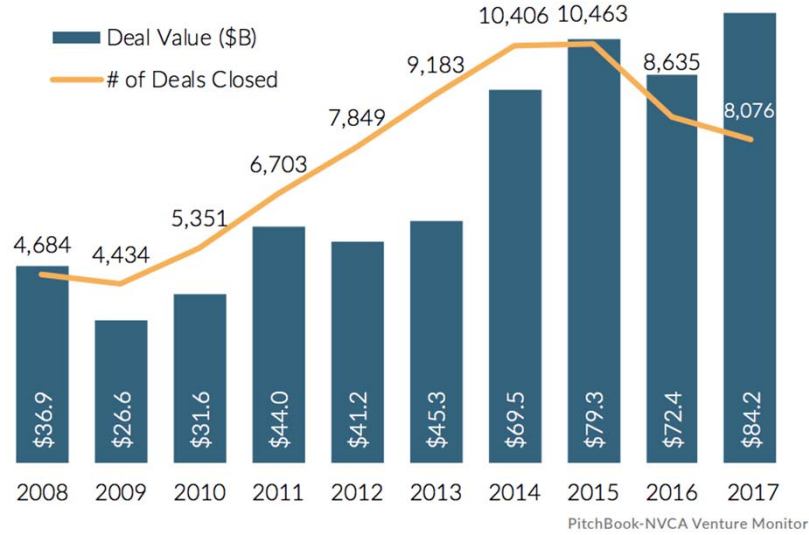
Early-stage rounds grow in size by roughly 20%

Median deals size (\$M) by stage

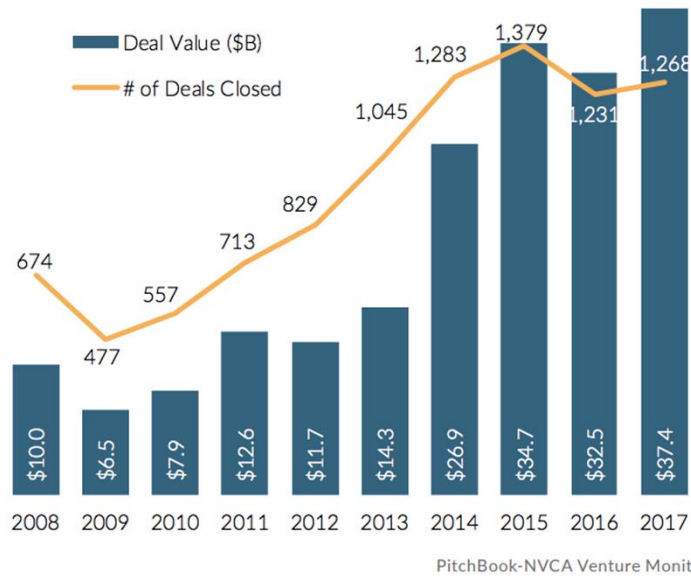


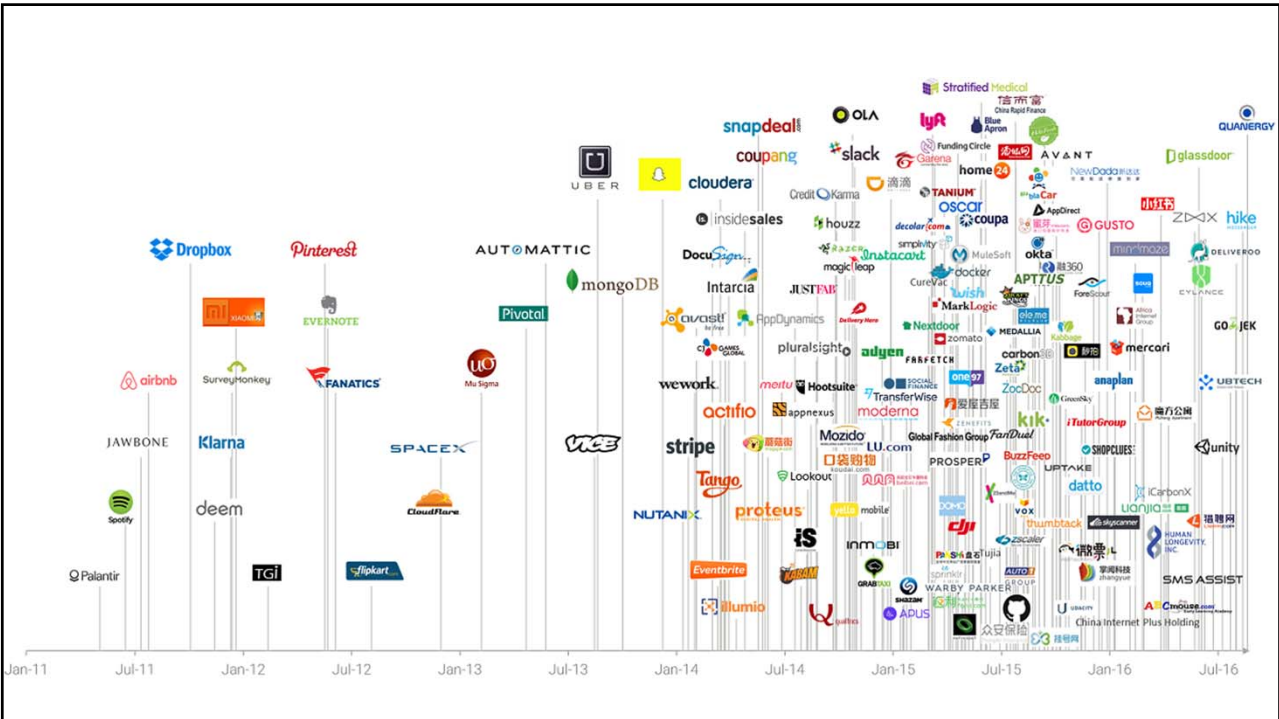
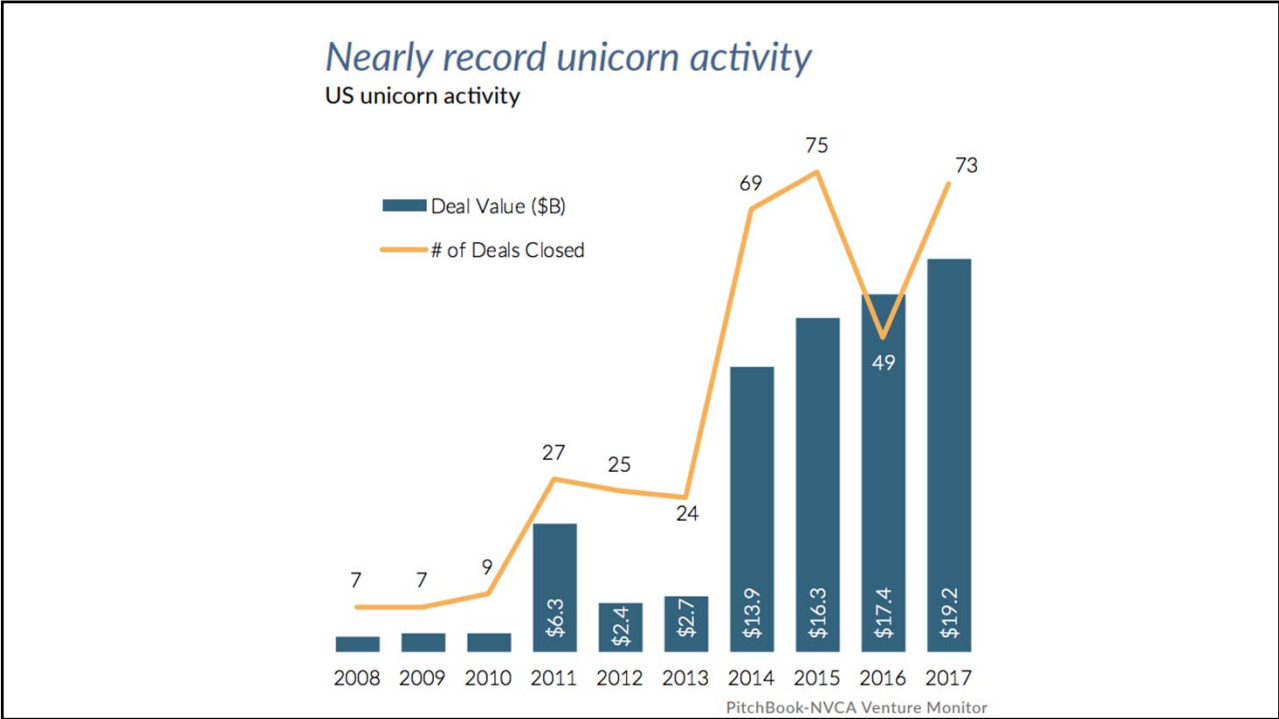
PitchBook-NVCA Venture Monitor

\$84B+ invested for first time since dot-com era
 US VC activity



Corporate VC activity ticks up in 2017
 US corporate VC participation activity





US VC activity by state & territory

State	Q4 2017 Deal Count
California	615
New York	219
Massachusetts	132
Texas	83
Washington	72
Colorado	59
Florida	48
Illinois	46
Pennsylvania	43
North Carolina	41

7% of total venture deals
< 2% of total US Venture Capital

The Rise of Incubators & Accelerators



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Coworking Spaces

Dallas-Fort Worth

81

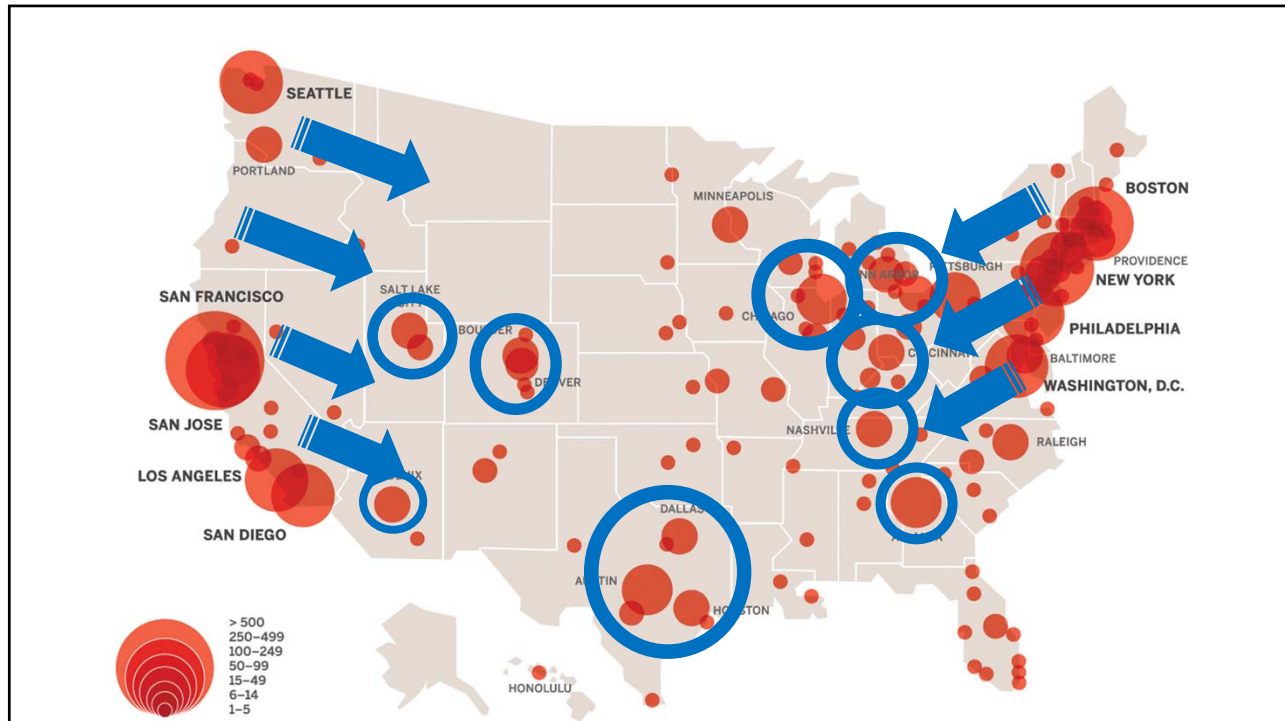
Executive Offices

40

Accelerator / Incubator Programs

24

Innovation Centers



Venture Summary

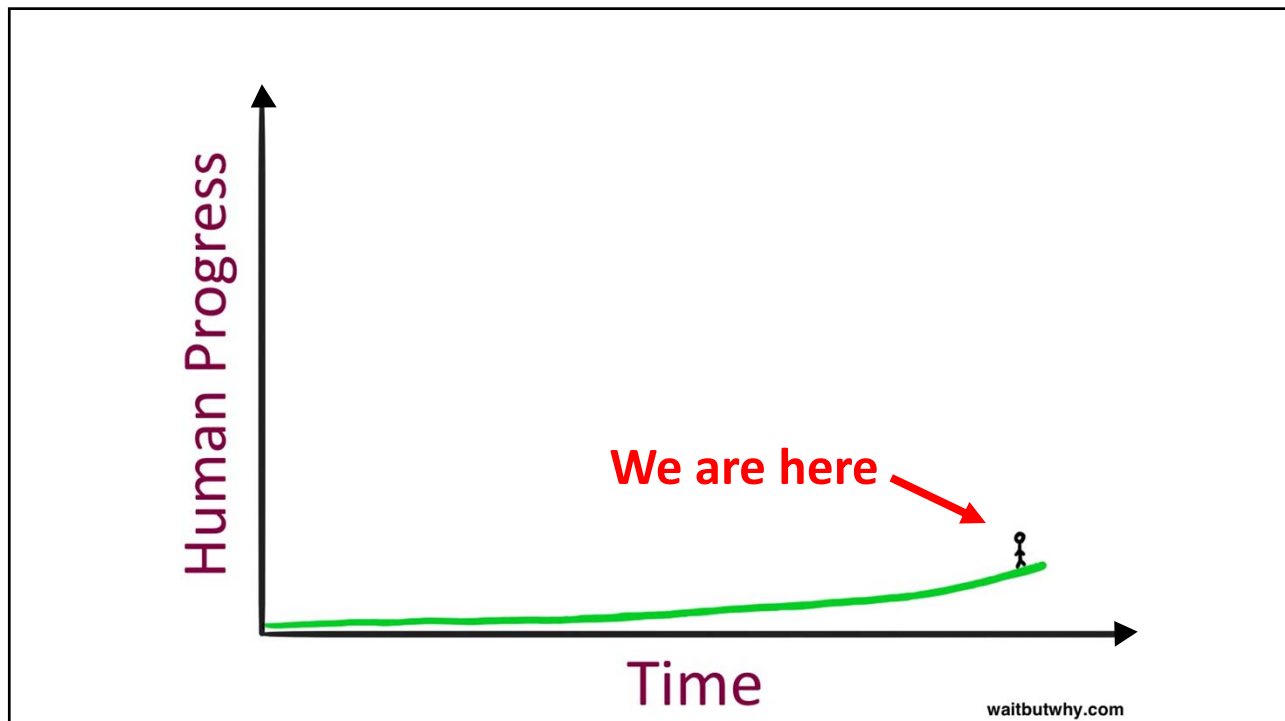
1. More Corporate Deals
2. More incubators and accelerators
3. Early Stage Competition Rises
4. The growing global venture capital markets create greater international competition

Part 3

Our future looks very different...

So we must think different, to prepare for a different future...

How different is our future?...







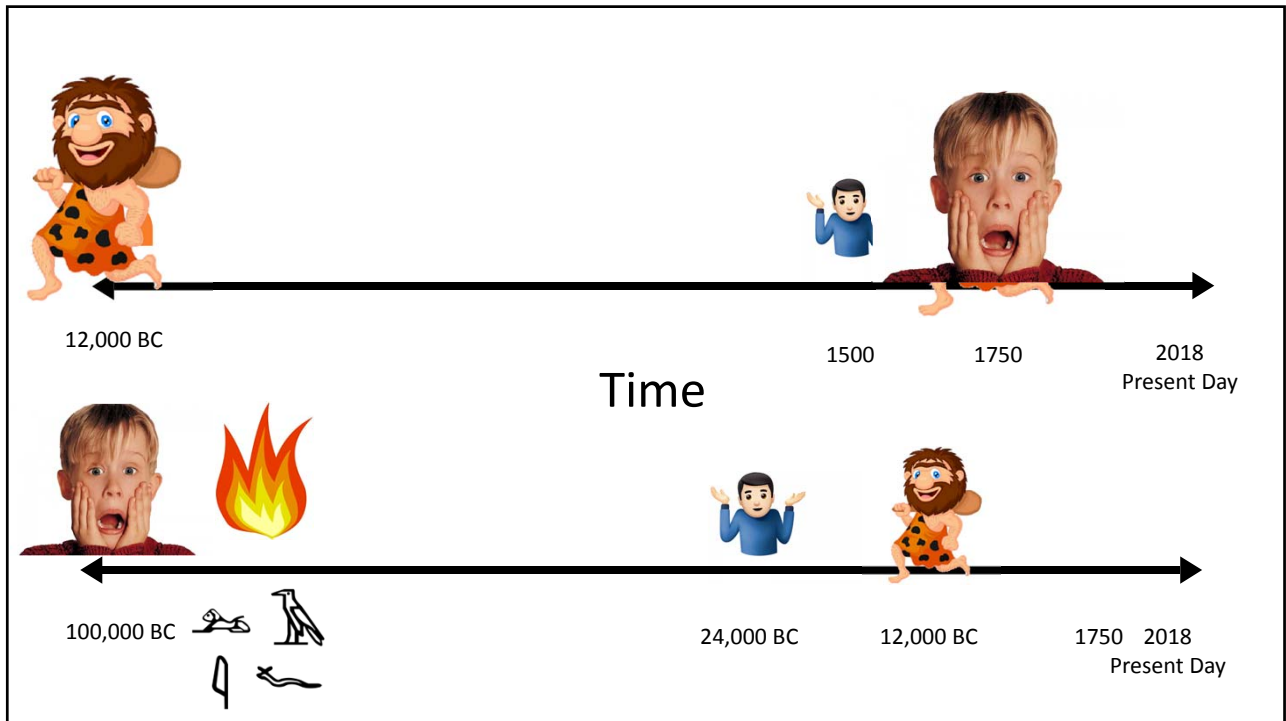
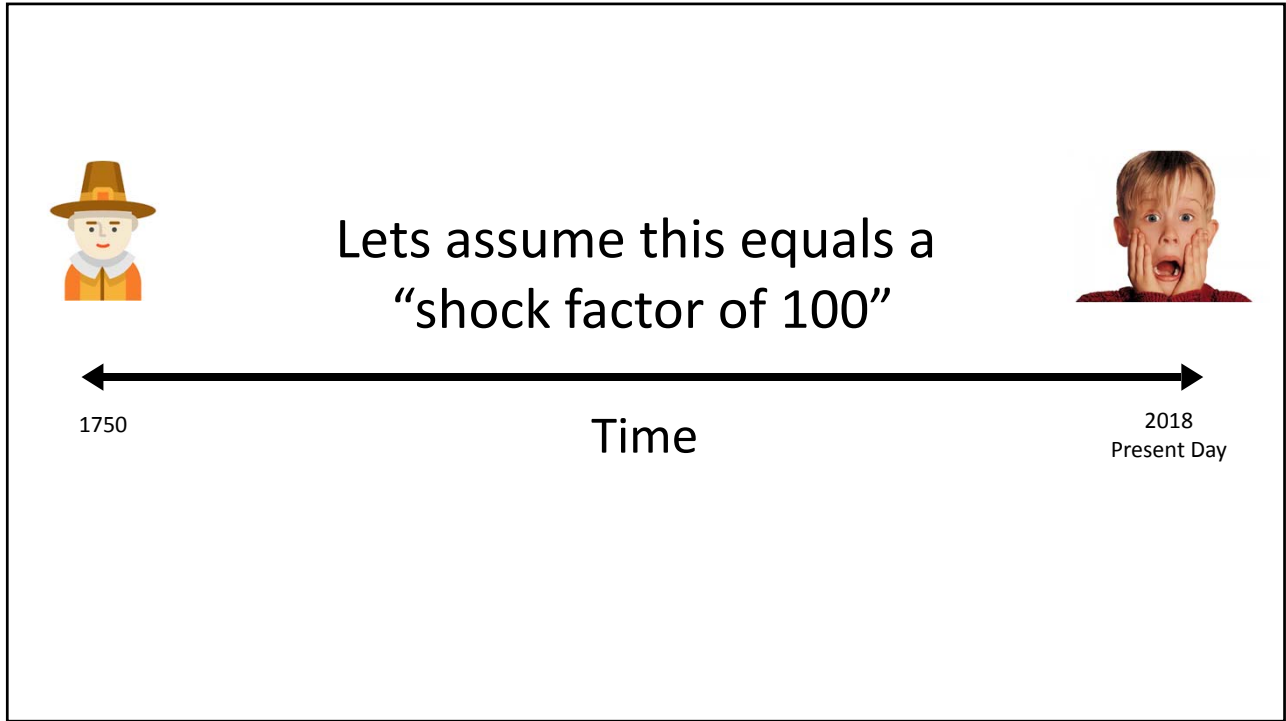
Cryptos, DAPPS, & AI

FROM **There is an APP for that**

TO **There is a DAPP for that**

FROM **Artificial Narrow Intelligence**

TO **Artificial General Intelligence**





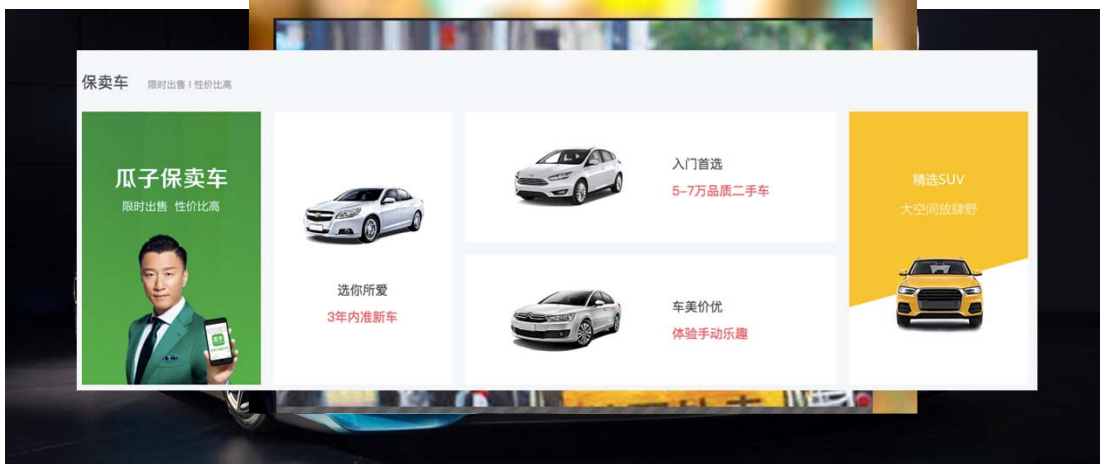
Thank You

The Rise of Global Venture Capital and Cross Border Collaboration

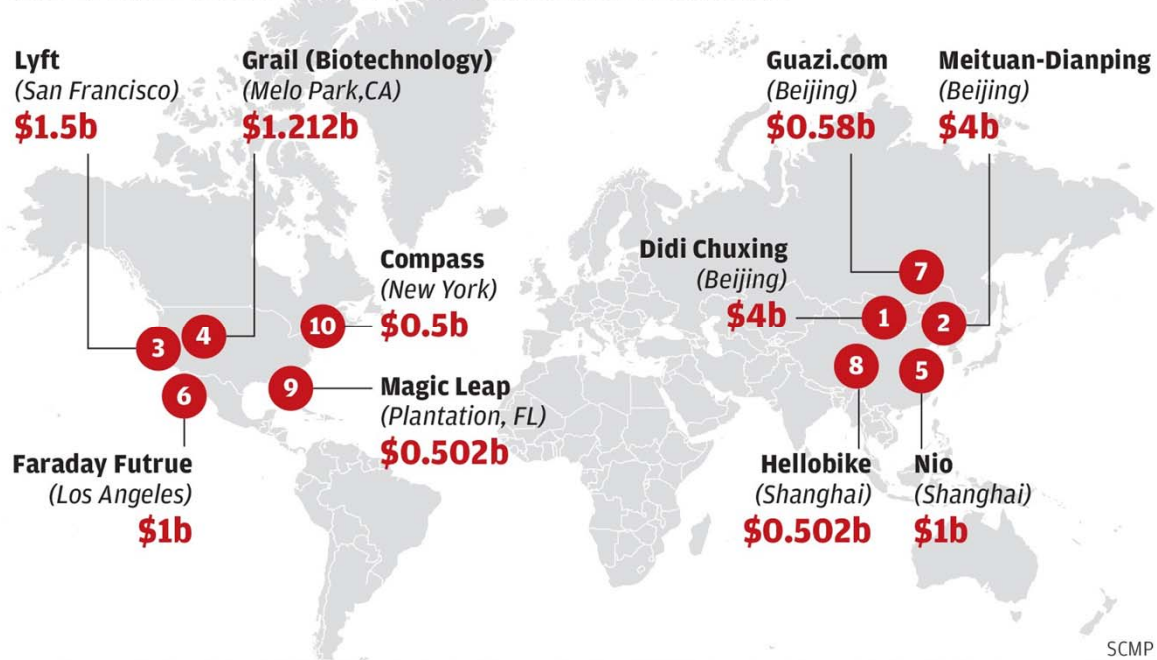
Henry Ford Mass Production System



The Tesla, Uber, Groupon, Cars.com, Google, Amazon...



Q4 2017 top 10 deals of VC investments split between China and US



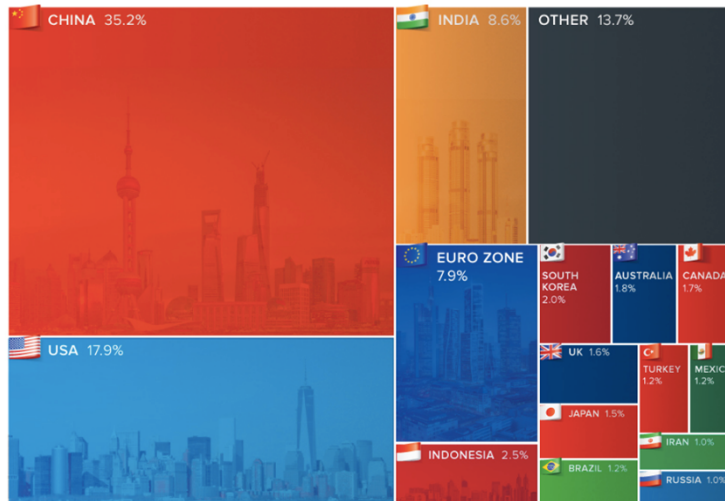
About myself

- UTD MBA from Jindal business school
- US-China Investment Conference
- UCIA (US-China Innovation Alliance)



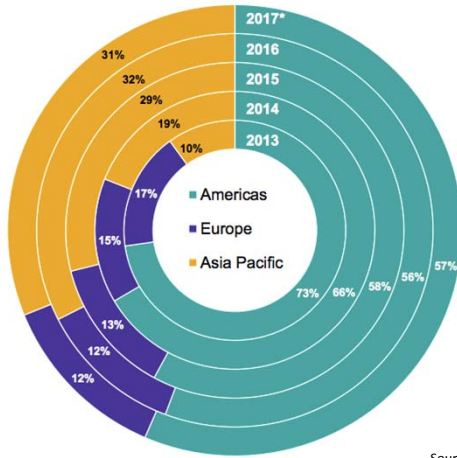
Real Global GDP Growth map

% OF EST. GLOBAL GROWTH (2017-2019) IN REAL GDP



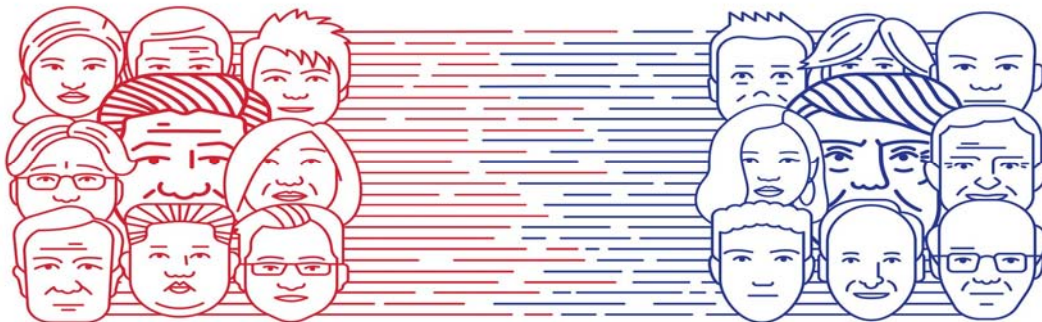
Global Venture Capital Growth

Financing of VC-backed companies by continent
2013 — 2017*, VC invested (\$B)



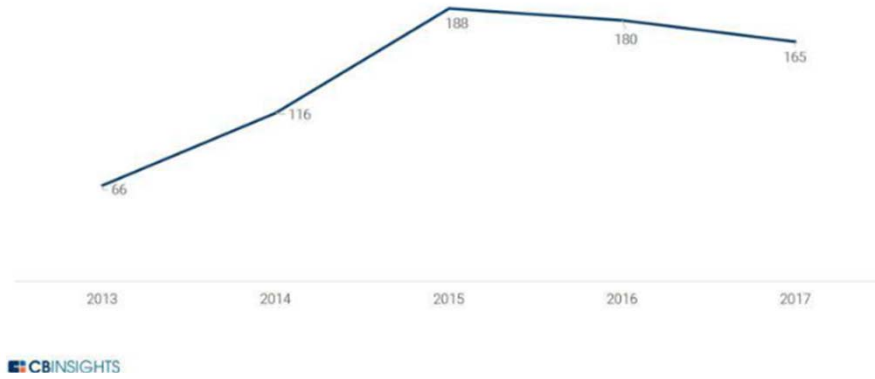
Source: Venture Pulse, Q4'17, Global Analysis of Venture Funding, KPMG Enterprise. Data provided by PitchBook, January 16, 2018.

Horror stories....



U.S.-China cross border investment

Chinese investment in US tech startups tapers off
 Total deals to private US-based tech companies (2013 - 2017)



U.S.-China cross border investment

Chinese tech giants pursue fewer US investments
 Total deals to private US-based tech companies (2013 - 2017)



U.S.- China cross border investment

- “The Belt and Road” Initiative: investing and acquiring companies in Asia, Europe, the Middle East, and Africa.
- As the yuan depreciation, we may see more outbound investment by China



Advantages

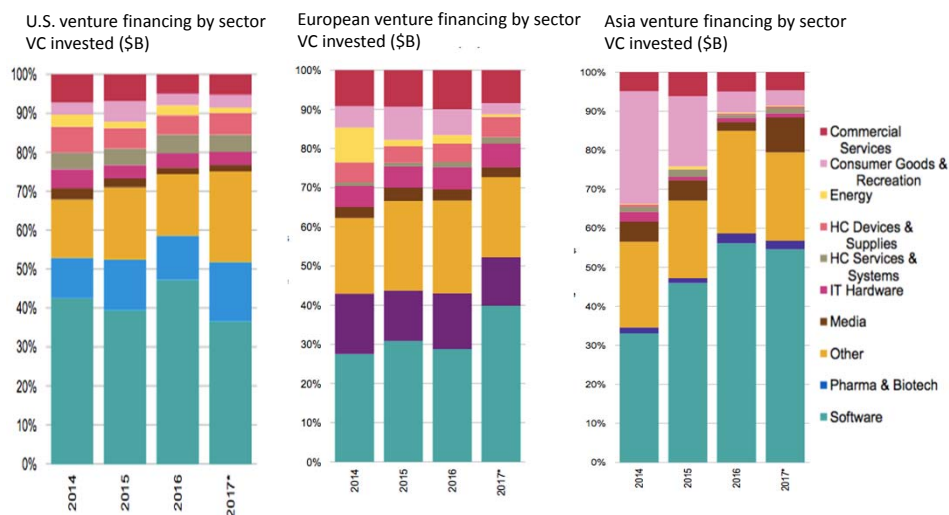
- University is the hotbed for cross boarder transaction
- UTD has a large present of international students
- Blackstone Launchpad facilitate the process even further



Advantages

- Emerging markets are a large economy of services but lacking in technology solutions
 - Typically there is an economic development plan that encourages investment by private companies abroad
- Fast R&D spending and Talent growth, growing patent filing in emerging market
 - Tencent and Alibaba are investing in frontier technologies and acquiring cutting-edge tech companies internationally

Global VC Investment Industry Sectors



Common mistakes

- Chinese investors are not fascinated by foreign technologies without local operations
 - Focus on domestic market opportunity before conquest of foreign market
- Synergies is the key



Strategies

- Localization:
 - Digital presence:
 - www.mycompanyisthebest.com
 - www.我的公司最棒.com.cn (Chinese domain)
 - “Googleble” ≠ “Baiduble”
 - “facebook” “Twitter” “instagram” ≠ Wechat and Weibo
- Balance of power and control
 - Co-GP
 - Co-investment
- Trust vs. Reputation
- Novel candidates vs. Generics
- Platform vs. Product
- Conference call vs. Face to face
- Not rush for deals

