

Presented By:  International Business Forum

12th ANNUAL

Corporate Venturing & Innovation Partnering

FEBRUARY 23-25, 2010

THE HYATT REGENCY, NEWPORT BEACH, CA

Open Innovation In Action

CONFERENCE PROGRAM

www.ibfconferences.com

Corporate Venturing & Innovation Partnering

February 23-25, 2010 - Hyatt Regency, Newport Beach, CA



TUESDAY, FEBRUARY 23, 2010

CORPORATE VENTURING SESSIONS

7:30 – 8:30 AM
PLAZA ARBOR

CONFERENCE REGISTRATION & CONTINENTAL BREAKFAST

8:15 – 8:25
PLAZA I

LARTA INSTITUTE BREAKFAST BRIEFING:

Sourcing Opportunities & Partnering with Government: The \$2B Innovation Pipeline

The Small Business Innovation Research (SBIR) Program engages with the nation's small, high-tech, innovative businesses as a significant part of the federal government's research and development efforts. The SBIR program operates across 11 federal departments and collectively deploys \$2B each year (via a phased grant process) to advance the commercial potential of early stage innovations. This pipeline provides industry partnering and alliance managers a channel to spot next generation products and the solutions of tomorrow. Larta Institute, a leading global non-profit commercialization firm, partners exclusively with NIH, NSF, and USDA to mentor/advise promising SBIR-funded companies arising from this program on their go-to-market strategies.

8:25-8:30
PLAZA I

IBF WELCOME

Alexandra Scott

Chief Executive Officer, IBF -International Business Forum

8:30 – 9:00
PLAZA I

CONFERENCE WELCOME & OPENING REMARKS FROM THE CHAIRMAN

Robert R. Ackerman, Jr.

Managing Director, Allegis Capital

9:00 – 10:00
PLAZA I

THE CORPORATE VENTURING IMPERATIVE IN CHALLENGING MARKETS

Moderator:

Robert R. Ackerman, Jr.

Managing Director, Allegis Capital

Panelists:

Dan Keoppel

Executive Director, Strategic Investments
Verizon

Kuk Yi

Managing Partner, Best Buy Capital
BestBuy

Reese Schroeder

Managing Director, Motorola Ventures
Motorola, Inc.

10:00 – 10:30
PLAZA ARBOR

MORNING NETWORKING & REFRESHMENT BREAK

10:30 – 11:30
PLAZA I

CREATING CORPORATE VENTURES: SPIN UPS, SPIN INS, SPIN OUTS

Moderator:

Rob Rosenberg

Partner, New Venture Partners

Panelists:

Jacqueline LeSage Krause

VP, Innovation & Corporate Venture Capital
The Hartford

Stan Baginskis

Senior Director, Business Incubation - Emerging
Technologies Group, Cisco Systems

John Riggs

Vice President, Alcatel Lucent Ventures

Dion Lisle

Executive Vice President, Citi Growth Ventures

11:30 – 12:30
PLAZA I

BUILDING MARKET ECOSYSTEMS THROUGH CORPORATE VENTURING MODELS

Moderator:

Brad McManus

Director of Investments, Panasonic Ventures

Panelists:

Nagraj Kashyap

Vice President, Qualcomm Ventures

Will Rosenzweig

Co-Founder & Managing Director
Physic Ventures

Alex Marquez

Director, Intel Capital

12:30 – 1:45
GOLF COURSE

LUNCHEON RECEPTION KEYNOTE SPEAKER

Dr. Val Livada

Senior Lecturer, Sloan School of Business at MIT

1:45 – 2:15
PLAZA I

FIRESIDE CHAT: THE M&A VIEW FROM MONTGOMERY & CO.

An intimate conversation to discuss the role that venture backed M&A plays in corporate development/strategy of the larger corporate buyers. Topics include: product line acquisitions, evaluating synergies during the acquisition process, how companies are “bought and not sold” and the role that boutiques like Montgomery play in the process.

Guest Speaker:

James Montgomery

Chief Executive Officer
Montgomery & Co., LLC

Interviewer:

Brian Deagon

Technology & Business Journalist,
Investor’s Business Daily

2:15 – 3:00
PLAZA I

STATE OF TRADITIONAL EXITS & STRATEGIES TO REALIZE FINANCIAL GAINS IN TOUGH TIMES

Moderator:

Brian Deagon

Technology & Business Journalist, Investor’s Business Daily

Panelists:

Chad Keck

Vice Chairman, Needham & Company

Brewer Stone

Head of Communications, Investment Banking
FBR Capital Markets

James Montgomery

Chief Executive Officer, Montgomery & Co., LLC

3:00 – 3:45
PLAZA I

STRATEGIC VENTURE INVESTING & OTHER NON-INVESTMENT PARTNERING MODELS

- What does “strategic value” mean to your team and most importantly, how does your parent company define and view your “strategic value”
- Co-investing & developing strong syndicates
- Why each side takes the positions it does
- How to find syndicate partners
- Innovative ways to mix business and equity terms in a transaction
- Examples: please provide some examples of challenges and successes you have faced as corporate investors

Moderator:

Jay Eum

Co-Founder & Managing Director, Translink Capital

Panelists:

Claudia Fan Munce

Managing Director, IBM Venture Capital Group

Luis Llovera

Managing Director, Robert Bosch LLC

Dan’l Lewin

Corporate VP for Strategic and Emerging Business
Development, Microsoft

Russell Pyne

Managing Director, Atrium Capital

3:45 – 4:00
PLAZA ARBOR

AFTERNOON NETWORKING & REFRESHMENT BREAK

4:00 – 5:00

CONCURRENT SESSIONS

PLAZA I

SESSION A:

**INVESTING IN THE IP MARKETPLACE:
NEW BUSINESS MODELS FOR PATENT ACQUISITION, ENFORCEMENT & DEFENSE**

- Pros & Cons of Patent Pure-Play Investing vs. Investing in Technology
- Where's the money coming from
- What kinds of business models are being funded
- What factors affect the investment decision

Moderator:

Ron Laurie

Chairman, Inflexion Point Strategy LLC

Panelists:

Izhar Armony

General Partner, Charles River Ventures

C. T. Pew

Managing Partner, Pipeline Capital Management LLC

Scott Elliott

Partner, Ropes & Gray LLP

Demetris Paraskevopoulos

Managing Director, Nif/T

Peter Holden

Partner / Head, IP Investment Group, Collier Capital

PLAZA II

SESSION B:

REBALANCING PORTFOLIOS & ACHIEVING LIQUIDITY WITH SECONDARY FUNDS STRATEGIES

Moderator:

Bart Schachter

Managing Director Corporate Development / M&A, National Semiconductor

Panelists:

Mike Gridley

Principal, Industry Ventures LLC

Tom Newby

Principal, Lexington Partners

Christian Munafo

Principal, Thomas Weisel Global Growth Partners

Bryon Sheets

Partner, Paul Capital

5:00 – 7:00 PM

PLAZA ARBOR

COCKTAIL RECEPTION FOR ALL ATTENDEES

Hosted by:



12TH ANNUAL

Corporate Venturing & Innovation Partnering

February 23-25, 2010 - Hyatt Regency, Newport Beach, CA



WEDNESDAY, FEBRUARY 24, 2010

INNOVATION PARTNERING SESSIONS

7:00 – 8:15 AM

PLAZA ARBOR

CONFERENCE REGISTRATION & CONTINENTAL BREAKFAST

8:00 – 8:15

PLAZA I

STRATEGIC VENTURE ASSOCIATION/SVA BREAKFAST BRIEFING

8:15 – 8:45

PLAZA I

DAY 2 CONFERENCE WELCOME FROM THE CHAIRMAN

Robert R. Ackerman, Jr.

Managing Director, Allegis Capital

8:45 – 9:45

PLAZA I

KEYNOTE PRESENTATION

Deborah Hopkins

Chairman of Venture Capital Initiatives, Chief Innovation Officer, Citigroup

9:45 – 10:00

PLAZA ARBOR

MORNING NETWORKING & REFRESHMENT BREAK

10:00 – 11:00

PLAZA I

INNOVATION PARTNERING IN ACTION: EXPLORING NEW MODELS FOR EMERGING BUSINESSES

Open innovation is a key strategy for many corporate venture groups, but successful execution of innovation partnering is easier said than done. This panel will discuss the nuts and bolts of working with partners, from establishing partner plans and targets, to day-to-day management and measurement of the partner relationship objectives. The group will also describe evolving models and metrics for long-term partnership relationships, both between major corporations and with the investment community.

Moderator:

Heidi Mason

Co-Founder, The Bell-Mason Group

Panelists:

Debbie Brackeen

VP, Strategic Alliances, Hewlett-Packard

Sonny Jandial

Brand Manager, Procter & Gamble FutureWorks

Dion Lisle

Executive Vice President, Citi Growth Ventures

11:00 – 11:45

PLAZA I

FIRESIDE CHAT:

BUSINESS TRANSFORMATION THROUGH TECHNOLOGY INNOVATION

Keynote Speaker:

Dr. Hossein Eslambolchi

Chairman and CEO, 2020 Venture Partners
Former CTO of AT&T, President & CEO of ATT Labs
and President & CEO of AT&T Global Network

Interviewed By:

Aaron Ricadela

Technology Writer
BusinessWeek

11:45 – 12:45
PLAZA I

CASE STUDY ILLUSTRATIONS

OPEN INNOVATION IN ACTION

Qualcomm, Syngenta & Unilever will spotlight incubating, spinning out, and managing success for new 'open innovation' business opportunities

Moderator:

Andrew Gaule

Founder, H-I Network

Panelists:

Phil Giesler

Director of Innovation, Phisic Ventures, Unilever

Derek Norman

Investment Manager, Syngenta Ventures

Nagraj Kashyap

Vice President, Qualcomm Ventures

12:45 – 1:45
ARBOR TERRACE

LUNCHEON RECEPTION

1:45 – 2:30
PLAZA I

KEYNOTE PRESENTATION:

(OPEN) INNOVATION: P&G'S LIFEBLOOD

Stephen Meller

Chief Innovation Catalyst, P&G

2:30 – 3:15
PLAZA I

KEYNOTE PRESENTATION

BUILDING A CULTURE OF INNOVATION

Companies that innovate well often share in common a culture of optimism. This type of culture exemplifies a company's belief that its employees are extremely capable and serves as fertile breeding ground for extraordinary innovation and entrepreneurial spirit. This presentation will discuss what building a culture of innovation looks like and how principles of supporting innovation can be used across multiple industries.

Brendan Boyle

Chief Creative Officer, IDEO

3:15 – 3:45
PLAZA ARBOR

AFTERNOON NETWORKING BREAK & REFRESHMENT BREAK

3:45 – 4:30
PLAZA I

MANAGING THE INTERNAL/EXTERNAL INNOVATION ROADMAP

Moderator:

Peter Skarzynski

Managing Director and Co-Founder, Strategos

Panelists:

Tom Halle

Vice President, Channels & Alliances
Hitachi ID Systems, Inc.

Mat Hans

Director, Motorola Applied Research, Motorola

Corina Kuiper

Sr. Director, Philips CTO Office

Trond Unneland

Vice President & Managing Executive, Chevron
Technology Venture Investments, Chevron

4:30 – 5:15
PLAZA I

THE ENTREPRENEUR'S ROLE IN INNOVATION

Seasoned CEO's leading successful PE-backed companies will provide insight on how they are working with leading corporate development group to enhance innovation and intellectual property. Through providing case study illustrations, these individuals will display the processes and models of collaboration used cultivate and nurture leading-edge technology.

Moderator:

Spencer Tall

Managing Director, Allegis Capital

Panelists:

Doug Donzelli

CEO, Aprion

Scott Weiss

Former CEO, IronPort

Cary Rosenzweig

Chief Executive Officer, IMVU

5:15 – 7:00 PM
PLAZA ARBOR

COCKTAIL RECEPTION

THURSDAY, FEBRUARY 25, 2010

8:00 – 8:45 AM
PLAZA ARBOR

CONTINENTAL BREAKFAST & NETWORKING

9:00 – 11:00
PLAZA ARBOR

ONE-ON-ONE ATTENDEE MEETINGS

11:00 AM

CONFERENCE ADJOURNS