3rd Annual Entrepreneur’s Showcase & Leadership Forum

Discussion Panel:
“Connecting Innovation to Financing”

Woods Hole Oceanographic Institution, 21 July 2017

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
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 …..
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

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