

"This two-day event features students from top MBA programs matching wits in a high energy competition featuring double-bottom-line entrepreneurs and investors..."

Taking its inspiration from the highly successful VCIC®, the nation's premiere strategy competition for venture-minded and entrepreneurial MBA students, SVCIC gives students from top business schools a real-world venture capitalist experience with double- or triple-bottom line evaluation techniques. Student teams interact with real entrepreneurs from real companies with real business plans. Unlike many other competitions where teams lock themselves away to mull over theoretical scenarios, the SVCIC exposes students to a variety of activities that ultimately must be integrated into a cohesive investment strategy to be pitched to venture capitalists. The SVCIC experience includes a wide variety of challenges in a WIN-WIN-WIN convergence of three elite groups: top MBA students, visionary socially- or sustainably-minded entrepreneurs, and successful social/ sustainable venture capitalists, each of whom has much to learn from the others.

Top MBA Students WIN

SVCIC is designed first and foremost for the student experience. Each student team plays the role of a social/sustainable venture capital firm that must go through the entire VC investment process in an extremely condensed time period. During the competition, each team will:

- Read real business plans from entrepreneurs currently seeking VC funding
- Watch entrepreneur's "road-show" pitches
- Sit down for a one-on-one interview with each entrepreneur
- Choose the deal in which their fund will invest
- Structure the deal, create an executive summary, term sheet summaries, and presentation pitch
- Present to and field questions from a panel of venture capitalists
- Sit down one-on-one with venture capitalists for feedback

Student teams will be evaluated on how well they identify and mitigate risk, assess social and environmental impact, understand the VC process, and communicate and work as a team.

Visionary Entrepreneurs WIN

Entrepreneurs are the life-blood of SVCIC; they share their visions and dreams with the students. They also challenge students to identify the critical risks and milestones necessary to succeed in their vision. Years of painstaking effort are condensed into a written plan and a 10-minute pitch to be quickly digested by teams. In the matter of a few hours, entrepreneurs will:

- Submit their written business plans for review by top MBA students
- Practice their road shows in front of a large, highly educated audience
- Conduct "mock-interviews" with each team, gaining valuable insights into their plan and pitch
- Receive copies of all team deliverables, including term sheets
- Network with leading social/sustainable venture capitalists

Successful Venture Capitalists WIN

While students and entrepreneurs are participating in this simulated human drama, a panel of VCs observes from the periphery. Once the entrepreneurs depart, the tables are turned and the students start pitching. They must convince their "partners," the VCs acting as judges, that their investment decisions are sound, there will be reasonable returns for the risk taken, and that their investment has a measurable social or environmental impact. The VC judges then pepper the teams with questions, digging deep into their decisions and cutting to the point in their reputed no-nonsense style. Finally, the judges must choose a winner — the team they would most like to have as their VC partner.

Venture capitalists walk away from the two-day event with an enhanced network of colleagues, an intimate understanding of a few high-impact businesses, and a connection to the industry's next infusion of MBA talent.

Key Dates:

March 19-20, 2010

Location:

Kenan-Flagler Business School, Chapel Hill, NC

Invited MBA Programs:

- Univ. of North Carolina
- Carnegie Mellon Univ.
- Univ. of California, Berkeley
- Univ. of Chicago
- Columbia Univ.
- Cornell Univ.
- Duke Univ.
- Massachusetts Inst. of Technology
- Univ. of Michigan
- New York Univ.
- Northwestern Univ.
- Univ. of Pennsylvania
- Stanford Univ.
- Yale Univ.

Registration Deadlines and Fees:

Early Bird Intent-to-Compete by Jan. 15
\$250.00

Regular Intent-to-Compete by Feb. 12
\$500.00

For more information please visit:

svcic.squarespace.com

For registration please visit:

[SVCIC Registration](#)

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