

TiECON East 2007 Conference Schedule	
Thursday, June 14, 2007	Venue - Hynes Convention Center
	<u>Special Reception for TiECON EAST Opening - * Reservation required</u>
06:00 PM - 06:30 PM	Lime Light - company/ member showcase
06:30 PM – 07:00 PM	Power pitch
07:00 PM - 07:30 PM	Networking break / Transition to Round table discussion
07:30 PM - 08:00 PM	Round table discussion
08:00 PM - 09:30 PM	Speaker: Reed Hundt, Board Member, Intel, Author –“In China's Shadow, The Crisis of American Entrepreneurship”, Former Chairman, FCC (Reservation required- only 50 seats remain!)
Friday, June 15, 2007	Venue - Hynes Convention Center
08:00 AM - 08:45 AM	Registration / Continental Breakfast - Conference Registration Open
08:45 AM - 09:00 AM	<u>TiE Welcome & Keynote</u>
09:00 AM - 10:30 AM	<u>Opening Keynote Session</u> Edward Benz, President, Dana Farber Cancer Institute Bob Davis, Founder/ Managing Partner, Lycos/ Highland Capital Partners
10:30 AM - 10:45 AM	Networking Break - Networking / Transition to Panel Discussions
10:45 AM - 11:45 AM	Technology Track
Topic <i>Emerging Technologies</i>	
Description <i>Emerging technologies enable new products and services. These can disrupt existing markets and create new markets. These can allow emerging countries to leapfrog development.</i>	
<i>Change creates new opportunities for entrepreneurs everywhere. The panelists in this panel will talk about unique emerging technologies that might create new markets and entrepreneurial opportunities. Key questions to be discussed include: How these technologies impact market and create opportunities? What does it take to convert these technologies into commercial products? How an entrepreneur can find and benefit from</i>	

emerging technologies?

Moderator Leon Sandler, Executive Director, Deshpande Center, MIT

Panelist Amir Alexandar Hasson, Founder, United Villages & First Mile Solutions

David Vieau, CEO, A123 Systems

10:45 AM - 11:45 AM

Health Track

Topic *The Role of Technology in Health Services*

Description

This panel will discuss current trends in healthcare information technology and related entrepreneurial endeavors that will impact healthcare practice. What are the major challenges within the current US healthcare delivery system? What are the related business opportunities within physician offices and healthcare institutions? What specific areas of healthcare IT need of improved solutions? RHIOs, EMRs and Patient-Centric Portals are some examples of broad initiative that will potentially enable better access, quality, safety, and greater cost effectiveness in the delivery of healthcare for payers, providers and policy makers. Will they pan out? What is on the frontier with personal health information and healthcare management? What is on the horizon?

Moderator Vin Sahney, CSO, BCBSIMA

Panelist Eleanor Herriman, VP, Norhtpoint Domain

Kevin Fickensher, Chief Medical Officer and Executive Vice President Healthcare transformation

10:45 AM - 11:45 AM

Enterprise Track

Topic *Using Analytics to Improve the Bottom Line*

Description

The use of analytics is becoming increasingly popular. Beyond just pattern finding and trending, Analytics is now being used to determine the right set of people to make credit card offers to, the exact merchandise to put on the shelf and how to price it, figuring out the optimal supply chain, determining how exactly resources should be allocated etc. It is not uncommon to find experts on Analytics as part of senior management teams in Fortune 500 companies. This panel comprises of experts in the field who have seen Analytics undergo the transformation from “geek” status to critical for the success of a company.

Panelist Prof. Thomas Davenport, Director Research, Babson Executive Education

Dr.Rama Ramakrishnan, Chief Analytics Officer, R&D, Oracle Retail

Prof. Anantha Raman, Technology & Options Management Harvard Business School

11:45 AM - 12:00 PM

Networking/ Transition to Lunch Keynote

12:00 PM - 01:15 PM

Lunch Keynote

Jurrien Timmer, Director of Market Research, Fidelity

Investments

Naseem Amin, Senior Vice President- Business Development

Biogen

01:15 PM - 01:30 PM	Networking Break/ Networking Transition Panel
01:30 PM - 02:30 PM	Technology Track
<p>Topic <i>Content is King for Mobile</i></p> <p>Description The access to mobile content via a wide range of options has continued to grow significantly worldwide. Subscribers are becoming more accustomed to accessing data when they want if and where they need it (often away from any PC or laptop). The large and growing base of mobile users with personalized mobile devices has attracted a multitude of content providers. Content that originally began as ringtones has exploded to include wallpaper, full track songs, movies and even TV. Essentially anything that is available on the internet and TVs can now be accessed on mobile phones. The session will explore the market dynamics of the Mobile Content space. We will look at the services being deployed and discuss what has worked and what has not. The panelist will identify the technology issues, dependencies and barriers. The session will also review various business models options being used by operators and off deck providers.</p> <p>Moderator <i>Andrew Kass, Director, Technology Investment Banking, Deutsche Bank</i> Panelist <i>Ajay Bam, CTO/Founder, MobileLime</i> <i>John Jackson, VP-Consultancy, Mmetrics</i> <i>Dilip Venkatachari, VP of Mobile Services, Google</i> <i>Eric Giler, chairman and CEO Groove Mobile</i></p>	
01:30 PM - 02:30 PM	Health Track
<p>Topic <i>How Lab Scientists & Technologists Execute Their Vision</i></p> <p>Description The majority of Life Science start-ups are initially led by scientific researchers that discover a novel compound, therapeutic treatment or platform technology. These companies fall into many different sectors and attract talented people from various different disciplines. How do they get off the ground. What technologies are hot right now? Where are the opportunities for scientists? How are they getting funded or commercializing their product. This panel will include entrepreneurs, lawyers, VCs and academics involved with various stages of growing, new or existing entrepreneurial ventures.</p> <p>Moderator <i>Alan Rigby Assistant Professor of Medicine, Harvard Medical School</i> Panelist <i>Robert Creeden, Managing Director-Center for Innovative Ventures (CIV), Partners Healthcare</i> <i>Steven Tregay, Ph.D., Managing Director, Novartis Option Fund</i> <i>Laurie Butler Lawrence, Principal, Fish & Richardson P.C.</i> <i>Vikas P. Sukhatme, MD, PhD, Victor J. Aresty Professor of Medicine, Harvard Medical School</i> <i>Doug Melton, Thomas Dudley Cabot Professor of the Natural Sciences, Howard Hughes Medical Institute</i></p>	
01:30 PM - 02:30 PM	Enterprise Track
<p>Topic <i>Innovation and Collaborate - Global Stepping Stones</i></p> <p>Description No company is an island these days. You should be determining what's on your CEO's</p>	

mind regarding breakthrough innovation and transformation for your company. According to IBM's 2006 survey of global CEO's, new ideas are coming from non-traditional sources and outside the firm at an increasing rate. Collaboration activities are way up in order to fuel the new innovation labs taking hold in the marketplace. We intend to get an IBM spokesperson to come and talk about the new study for 2007. Other panelists will discuss the effects of collaboration on innovation in today's global business environment.

Moderator Jack Derby, President, Derby Management

Panelist George Chen, Principal, Strategos

Stuart Jackson, VP, L.E.K. Strategy Consultants

Aimee Munsell, Director of Innovation Programs, IBM

Dr. Shan Nair, President, Nair & Co.

02:30 PM - 02:45 PM **Networking Break**

02:45 PM - 03:45 PM **Technology Track**

Topic Mobile 2.0 Tools and Technologies

Description

As devices, networks and browsers improve, new companies are creating innovative and disruptive services for mobile users. Social networking, imaging, dating are just a few of the areas impacted by these new services - many building on the lessons and opportunities from Web 2.0. Improvements in application programming, development platforms and browsers will enable richer user interactions with these services for mobile users. And as location information improves, this will only improve user experience and create new and unique opportunities for mobile services. The companies enabling these improvements will share what to expect in the near future and companies leveraging these technologies will share what works and does not work

Moderator Bryan Jepson, Editor, O'Reilly Media

Panelist Craig Cumberland, Director Of Marketing, Nokia S60 Browser

Jon Kossman, CTO, Treedia Labs

Michael Sharon, CTO, Socialight

Keith Waters, Director, France Telecom Research

02:45 PM - 03:45 PM **Health Track**

Topic Personalized Medicine: Where are the Real Opportunities?

Description

The personalized medicine industry is evolving. There are many questions concerning the future of this industry. While many initial attempts to achieve commercial success have resulted in failure, immense opportunity exists on the frontier of genomics and proteomics technology. How can new ventures capitalize on the successes and failures of the past? What new strategies are being introduced? How are entrepreneurs, scientists, academics learning from the past? How are the regulatory and reimbursement hurdles being addressed? This panel will explore the challenges of bringing personalized medicine to the market and ask questions regarding the true commercial value of therapies that address an individual's molecular profile

Moderator Bill Wardell, CEO, Wardell Associates

Panelist Carl Barrett , Global Head of BioMarker Development Oncology, <i>Novartis</i> Fred Ledley , Founder, <i>Variagenics</i>	
02:45 PM - 03:45 PM	Enterprise Track
Topic <i>Innovating for Social Impact</i>	
Description Whether it involves using embedded-fingerprint smart cards to facilitate microfinance in a fledgling economy, selling treadle-style irrigation pumps to help poor rural families raise themselves from poverty, using dirt motorbikes to deliver health services in the remotest corners of Africa, or simply using the internet to let you directly finance a micro-entrepreneur in a developing country, successful social entrepreneurs are living proof that innovation, be it process innovation or technology innovation, is a prerequisite for social impact. And, nobody understands the importance of innovation better than the people that write the checks that help social entrepreneurs grow to scale. In this engaging session, the venture philanthropists who are bankrolling some of these social entrepreneurs will show you how they analyze whether a social entrepreneur is resilient and innovative enough to take on some of the world's toughest challenges. Join us for a fascinating discussion on why innovation and disruptive technologies could be the most important tools in the social entrepreneur's quest for social impact.	
Moderator Prof. Gordon Bloom , Harvard-Kennedy School of Government <i>Director of the S.E. Collaboratory</i> Panelist Swanee Hunt , <i>President</i> , Hunt Alternatives Fund & former US Ambassador Lisa Nitze , <i>Ashoka VP</i> , global E ² effort, Business Entrepreneur program Vanessa Kirsch , <i>Founder & President</i> , New Profit Raman Nanda , <i>Director of Finance</i> , Acumen Fund	
03:45 PM - 04:00 PM	Networking Break/ Transition to Keynote Panel
04:00 PM - 05:15 PM	<u>Keynote Panel - Mass. Vision 2015</u> Gloria Larson , <i>President</i> , Bentley College and others
05:15 PM - 06:30 PM	Networking Break / Cocktail
06:30 PM - 07:15 PM	Dinner
07:15 PM - 07:45 PM	President's Message & TYE Awards
07:45 PM - 09:00 PM	<u>Fireside Chat</u> Ram Shriram , <i>Board Member Google</i> "The Google Story-Initial funding, growth, and future" Moderated By Tom Ashbrook
09:00 PM - 10:30 PM	<u>'Boston Bhangra & Live Music'</u>
Saturday, June 16, 2007	Venue - Hynes Convention Center
08:00 AM - 09:00 AM	<u>Mentoring TBD</u>
09:00 AM - 10:15 AM	<u>Opening Keynote Session</u> "Global Innovation: What's Next?" Moderator: Mike Grandinetti , <i>Senior Lecturer in the Practice of Entrepreneurship</i> , MIT Sloan School of Management and others

10:15 AM - 11:15 AM	<p style="text-align: center;"><u>Keynote Panel</u> Energy Crisis and Opportunity Ian Bowles, Secretary, Executive Office of Environmental Affairs</p>
11:15 AM - 11:30 AM	Networking Break
11:30 AM - 12:30 PM	Technology Track
<p>Topic <i>Emerging and Successful Business Models in Energy and CleanTech</i></p> <p>Description This panel will seek to examine the emerging business models in the energy and clean technology industry to determine which new technologies and markets have the brightest future and how entrepreneurs, corporations, and venture capitalists can best place their bets accordingly. Key questions to be discussed include: What does it take to convert these technologies into commercial enterprises? What are the key sectors where entrepreneurs/VCs have seen big wins? What role does developments in technology and change in government policy play in the success of these ventures? What are the inherent risks for the success of such ventures? Which emerging global markets offer the opportunity for maximum returns?</p> <p>Moderator <i>Jeff Andrews, Partner, Atlas Ventures</i> Panelist <i>Mitch Tyson, CEO, AEB (Advanced Electrobeam) Systems</i> <i>Steve Connors, Director, AGREA, MIT Research Labs</i> <i>Travis Bradford, Founder/President, Prometheus Institute</i> <i>Colin South, CEO, Mascoma</i></p>	
11:30 AM - 12:30 PM	Health Track
<p>Topic <i>Medical Devices: The Next Big Thing?</i></p> <p>Description The medical device industry is on the verge of some dramatic changes. The drivers of this change include the emergence of combination products, a focus on incorporating IT into devices, an upcoming explosion in procedures for the aging baby-boomers who want to stay active, and the dawn of tissue engineered products. Is the confluence of these changes setting up the medical device industry to be The Next Big Thing?</p> <p>Moderator <i>Aaron Sandoski Managing Director, Norwich Ventures</i> Panelist <i>Dean Banks, Vice President, Highland Capital Partners</i> <i>P. Laxminarain, President, J&J Codman</i> <i>Jeff Arnold, Principal, Arnold Management Consulting</i> <i>Thomas Sommers, Chief Executive Officer, Massachusetts Medical Device Industry Council (MassMEDIC)</i></p>	
11:30 AM - 12:30 PM	Enterprise Track
<p>Title <i>You've got to stand out - Differentiate your pitch for funding</i></p> <p>Description Venture capitalists and angel investors review hundreds of business plans before betting their money on the next big thing. How do you differentiate your pitch from the rest and</p>	

be a winner? Listen to experts from both worlds. What differentiating factors are investors looking for and what worked for some of the most successful entrepreneurs? An important role of your early communications strategy is to help you obtain funding. It's about positioning, the character of the company, and the aura you create around your company in the market. It's about communicating differences when differences matter. We will share some real life presentations and pitches that worked to get the funding started! Learn how you can leverage simple but powerful things such as business model, communication strategy, personal relationships, and even personal pastimes to stand out from the rest. Some communications secrets will be shared such as the value of being succinct in presentations or the value of common sense projections.

Panelist Neeraj Agrawal, Partner, Battery Ventures
Carl Stjernfeldt, Partner, Castile Ventures
Stephanie Nappi, CEO, Preferred Time

12:30 PM - 12:55 PM	Networking Break Transition to lunch keynote
12:55 PM - 01:55 PM	Lunch Keynote <u>"Billions of entrepreneurs: How China and India are Reshaping their Futures and Yours"</u> Tarun Khanna, Jorge Paulo Lemann - Professor , Harvard Business School
01:55 PM - 02:05 PM	Networking Break / Transition to Panel
02:05 PM - 03:05 PM	Technology Track

Title *Challenges and opportunities offered by Web2.0*

Description

Next generation of internet, commonly known as Web2.0 promises the next revolution of the internet market. Availability of higher bandwidth and new features available with web2.0, provide several new avenues for companies to advertise, market and deliver their products. With the recent acquisition of YouTube.com by Google, everyone's attention is now focused on opportunities offered by web2.0. This panel will focus on the future of web2.0 and the changing business environment with to the availability of this new technology; evolution of the web from a read-mostly medium to a read-write, or two-way medium. The panel will also discuss the emerging opportunities for entrepreneurs, and what you could do as an entrepreneur to take advantage of web2.0.

Moderator Jonathan Seelig, Partner, Globespan Capital (co-founder Akamai)
Panelist Don Dodge, Director of Business Development, Microsoft-Emerging Business Team
Jeremy Kriegel, Information Architect, n2nCommerce
Douglas Merrill, VP- Engineering, Google

02:05 PM - 03:05 PM	Health Track
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Title *Can Competition & Consumerism Fix the Healthcare Dilemma?*

Description

Plan sponsors and carriers are struggling to address a fundamental healthcare dilemma in the US. Questions on how to address Issues such as rising cost and lack of quality

measurement AND transparency are all issues that are consistently part of the debate. Many stakeholders believe that by promoting greater consumer responsibilities in managing their health, these fundamental issues can be addressed. Is consumerism the solution? Will it stick? What trends should TiE attendees be paying attention to? What needs will arise as the result of these trends? Who will be the winners? How will the roles occupied by traditional players evolve (ERs, carriers, vendors, providers)? What opportunities does this create? Speculate on the changes within the next 2 years, 5 years from now and 10 years from now.

Moderator Steve Wardell, Strategy Manager, Harvard Pilgrim Healthcare

Panelist Charlie Baker, CEO, Harvard Pilgrim Healthcare

Chris Boyce, CEO, Virgin Life Care

02:05 PM - 03:05 PM

Enterprise Track

Title *Karma Capitalism*

Description

Join us as we examine the role of ancient treatises in modern management practice. With the continuous onslaught of new management principles and 'truisms', when and where could companies turn to 'time tested' philosophies from the Eastern world?

Have the Bhagavad-Gita and other ancient treatises replaced The Art of War as hip 'new ancient' Eastern management texts? As a Shareholder, Executive, Manager, or Stakeholder; what would you turn to?

The secrets to business success as per the latest mantra are concentration, consistency, and cooperation as taken from Vedanta. This session talks about the new set of management principles being followed by global organizations including Lehman Brothers, Sprint Nextel and Wharton.

How and where does the debate of 'stakeholder capitalism' vs. 'shareholder capitalism' thread its way into the mix? What are the long term implications of our short term goals? Is there such a thing as Corporate Karma? Can and will it co-exist, or even complement Capitalism? How can we be better leaders, executives and managers that care about long term consequences whilst meeting short term corporate goals?

Explore these insights. Expand your vistas. We invite you to join a renowned panel of experts and practitioners at TiECON East 2007. We also welcome your insights, inputs and ideas at <http://tieboston.blogspot.com> and be part of the discussion.

Want to know more? Check out [Business Week](#) and [LA Times](#).

Moderator Prof. C. Gopinath, Associate Professor of Management, Sawyer School of Management, Suffolk University

Panelist Sushil Bhatia, President, JMD Manufacturing

Gautam Jain, Director, Vedanta Cultural Foundation

Dr. K. (Subbu) Subramanian, Director- Surface Performance Technologies (SPT), the High Performance Materials (HPM) Sector, Saint-Gobain Co.

03:05 PM - 03:10 PM	Networking Break
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03:10 PM - 04:10 PM	Technology Track
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Title *The War for the Digital Home*

Description

A fundamental change is happening with entertainment-it's going digital. And the home is where the war to deliver digital content is being fought. On one side of the battle are the consumers who will settle for nothing less than ubiquitous, on-demand access. On the other side are the studios, record labels, and production house that are desperately try to protect their digital assets and control distribution. Caught in the middle are the CE manufacturers who want to establish themselves as the backbone of home entertainment. The PC industry that wants to become the center of digital content management and distribution within the home. And the broadband service providers want to become your home IT department, so their entertainment services can be delivered seamlessly through the home. The prize for winning this war? The \$130 billion US CE market for TVs, MP3 players, stereos, and other gear, and a slice of the \$214 dollars spent every month by connected households on home entertainment. And if those stakes aren't high enough, there's also a slice of the many dollars spent each month by Americans increasingly turning to the Web not only for communications, but also entertainment. Each side faces the challenge of striking a balance between expanding into new territory without ceding share to rivals on their existing products or services. What can Entrepreneurs build to help the consumer, content-providers, service providers, CE and PC industries win the converged home? The answer may lie in the following questions: * Will the network in your home be an extension of your service provider's network? Or will a PC-based entertainment center run your digital home. * Will you be able to freely select video offerings on the public internet, or will your Broadband Provider restrict your choices to what they will offer you? * Will you be able to freely copy content to any digital device in your home, or will DRM restrict consumer freedom and limit open CE devices? * Who will monitor and control your in-home network and keep the Digital Home running smoothly? Your service provider? You?

Moderator *Rod Randall, Partner, Vesbridge Partners*

Panelist *Nandhu Nandhakumar, SVP, LG Electronics*

Jeff Binder, Senior Director, Motorola

Gunjan Bhow, VP Marketing and Product Management, Actiontec Electronics

Ofer Vilenski, CEO, Jungo Software

Brian Mahony, VP-Marketing, Espial

03:10 PM - 04:10 PM	Health Track
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Title *How are Europe, Asia & Israel Changing the Health Science Industry?*

Description

With significant activities in drugs, devices, diagnostics and services going on around the world, will the US lead in innovation ? Or should VCs and Corporations also start to look at other markets for ideas. Where should VCs look for investments outside the US ? What is a model to follow with these countries and what are the risks.technologies and ideas emerge from elsewhere in the world ? This panel will discuss what's going on overseas,

where are the really good ideas, and what is just hype. The group will debate whether US entrepreneurs need to leverage the globe to build innovative companies, and what's the best way to do this. It will educate VCs and Entrepreneurs about disruptive technologies, research and even regulatory issues in other countries. Whether its R&D, drug or biomarker discovery, outsourcing of engineering, building marketshare, this panel should provide food for thought for anyone in the Lifesciences Industry wanting to get an international view on building innovative lifesciences companies.

Moderator Anupendra Sharma, *Investment Partner*, Siemens Venture Capital
Panelist Hillel Bachrach, *Managing Partner*, HCP2020 and Serial Israeli Entrepreneur
Dr. Pravin Chaturvedi, *Founder & CEO*, Indus Pharmaceuticals
Dr. Jens Eckstein, *Partner*, TVM Capital
Dr. Caroline Kovac, *Managing Director*, Burrill & Company
Dr. David Wang, *Managing Director*, WI Harper

03:10 PM - 04:10 PM	Enterprise Track
Title <i>Building the Next Big East Coast Company</i>	
<p>Description What does it take to build big companies? How do we build the next big one on the East coast? Can we do it here? The West coast seems to produce large companies more frequently than here in New England. What is the impact of this on the East coast? What cultural differences can be pinpointed to explain this? Are entrepreneurs and venture capitalists doing things differently on the West coast? Can we foster a culture on the East coast conducive to building large and lasting companies? How? Are there particular spaces, which are likely to provide the opportunities needed to conceive something big? What execution patterns have been observed that lead to success? Is success driven more by the nature of the enterprise or by the road traveled? What are well known points on this road where perseverance made the difference? How is the "Team", required for success, fully realized? What should entrepreneurs do differently to build a great company? Join a distinguished panel for a discussion of these important questions!</p>	
<p>Moderator Giri Sekhar, <i>Managing Partner</i>, FA Technology Ventures Panelist Sean Dalton, <i>Managing General Partner</i>, Highland Capital Partners Jeff Busgang, <i>General Partner</i>, IDG Ventures Jamie Goldstein, <i>Managing Partner</i>, North Bridge Venture Partners</p>	
04:10 PM - 05:10 PM	<p style="text-align: center;"><u>Closing Keynote</u> IPOs and Acquisitions Successful Entrepreneurs and TiE members</p>