Agenda

Mission
Organization
Accelerator
Testimonies
Q & A
Mission

1. Accelerate UT and Local Startups
   • Help raise capital
   • Bring products to market
   • Develop a growth strategy

2. Transform UT Graduate Students
   • Train, inspire and equip future entrepreneurs and business leaders

3. Create a Community
What is Texas Venture Labs?

Texas Venture Labs

TVL Accelerator

TVL Practicum
Venture Partner Program
New Venture Creation Class
Venture Labs Investment Competition
TVL Scholarship Program
Texas Venture Labs Practicum/Accelerator

Practicum Course
• Monday evenings
• Graduate students from across campus
  • MBA
  • Pharmacy
  • CNS
  • Engineering
  • Law
• Taught by top professors and entrepreneurs
• Entrepreneurial topics and skills
• Knowledge applied to startups

Accelerator
• Local startups matched with student teams
• Develop and execute consulting projects based on real company challenges
How the TVL Accelerator Works for Startups

- Pitch to students: 1/27
- Matched with student team: 1/28
- Meet regularly with students: 1/28 – 5/4
- Receive final deliverables: 5/4
- Pitch at Venture Expo: 5/7
Company Stages

Early Stage

- Usually pre-revenue
- Typically <$50k raised
- At least one full time employee

Typical Projects:
- Market research for commercial viability
- Target customers for product or service
- Go/No go decision for a startup

Growth Stage

- Some revenue (often <$1M)
- Raised some external funding
- Typically have at least 1 non-founder on team

Typical Projects:
- Improved marketing strategy
- Competitive analysis and differentiation research
- Best practices for sales, marketing, and legal functions.
Project Focus Areas

**Market Validation**

Worked with Admittance Technologies to research three potential applications for their product, ultimately determining that one was viable and two were not.

**Business Model Assessment**

Examined the marketability of Kin Valley as a social media platform and worked with them to shift to a data-based business model.

**Financial Analysis**

Helped Moniker Guitars get their statements in order and analyze the information to validate their pricing model.

**Funding Guidance**

Assisted Farmhouse Delivery in identifying their five-year growth potential based on different funding options (VC, Angel, Loans, Bootstrap).

**Competitive Analysis**

Looked into competitors and substitutes for Jurify and found they did not provide enough differentiation to gain funding.
Testimonials

- Stephen Garten – Share – Founder
- Josh Bohls – Inkscreen – Founder
BeatBox Beverages lands $1M investment from Mark Cuban
TVL Alumni

- CPGs
- Software/IT
- Web

- BEATBOX BEVERAGES
- nurturme
- MONKER GUITARS
- Gazzang
- Toopher
- people pattern
- need to
- RIDESCOUT

- Technology
- Healthcare

- CellularMachines
- Agile Planet
- IDEAL POWER
- Lung Therapeutics, Inc.
- XERIS Pharmaceuticals
- TeVido BioDevices

Acquired  Went Public
TVL Alumni

- 102 Total Companies
- $234M Post-TVL Funding
- 39% Funding Rate

Alumni Company Funding Rate By Industry
Application Process and Timeline

Application is live at:

bit.ly/TVLAcceleratorApp

1. Submit application
   - Due: December 8

2. Interview with TVL staff
   - Rolling interviews
   - Completed by: December 15

3. Selections communicated on December 16
Company Evaluation

What we look for while evaluating companies:

1. Good fit for TVL
   - Potential projects in line with TVL expertise
   - High level of student interest

2. Able to provide a good student experience
   - Willing to work closely with students
   - Will attend important TVL Accelerator events
     - First day of class, mid-semester update, final presentations, Venture Expo
Give and Take

TVL Gives:
- 250 hours of multi-disciplinary graduate student consulting
- Venture Expo
- Contact with TVL Venture Partners
- Access to UT/McCombs/TVL resources and network
- Opportunity to attend Practicum class

TVL Takes:
- No money or equity
- Approximately 30 hours of your time

Note: We do not sign NDAs
Questions?

Learn more at:

Apply online at:

tvl.utexas.edu
infoTVL@mccombs.utexas.edu