

*A program of the MIT Alumni Association*

# Global ENTREPRENEURSHIP:

Inefficiency as Opportunity  
in the Developing World



Programs for Technology Entrepreneurs

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# Innovate to compete and develop

Sviluppo Italia Friuli Venezia Giulia promotes, supports and enhances production and enterprise development in the region.

## Incubators

Sviluppo Italia Friuli Venezia Giulia is present on the territory with business incubators in Trieste, Spilimbergo and Gorizia:

- fully equipped workshops and offices
- common services
- competitive costs
- networking with all companies present in the other 24 incubators belonging to Sviluppo Italia.

## International Development Tutoring

Sviluppo Italia Friuli Venezia Giulia offers advanced consulting services to small and medium sized companies aiming at international markets:

- marketing advice for high tech products and services
- business planning
- specific sector studies
- networking and links to regional, national and international companies and R&D centres
- participation in European and national development programmes.

## Financial Tools

Sviluppo Italia Friuli Venezia Giulia supports enterprise creation by managing financial incentives for the establishment and development of innovative enterprises:

- incentives for small enterprises (D.Lgs. 185/2000)
- start up support (Docup Ob.2 measure 2.5.2)
- venture capital.

 **SviluppoItalia**  
Friuli Venezia Giulia

### Infopoint:

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# GLOBAL BROADCAST PANEL FROM MIT CAMPUS



**Professor Alex (Sandy) Pentland PS '82** is co-founder and director of the MIT Program for Developmental Entrepreneurship and the Toshiba Professor of Media Arts & Sciences at the MIT Media Lab. Sandy is a pioneer in mobile communications, health systems, and technology for developing countries. One of the world's most-cited scientists, he has helped to create more than a dozen organizations, including several publicly-listed firms. He was previously founding director of the Center for Future Health and the Media Lab Asia, and was the Academic Head of the MIT Media Laboratory. A winner of numerous international awards in the arts, sciences and engineering, he was chosen by *Newsweek* as one of 100 Americans most likely to shape this century.



**Damien Balsan GM '02** has over 15 years of experience in the telecommunications, mobile, bank card, and payment industry. Damien started his career in Mexico at France Telecom, in charge of developing the Minitel concept. He has held several positions at Gemplus, the leading smart card manufacturer, including: Sales Director of Central and Eastern, General Manager for South America, and Director of Marketing for the Gemplus Mobile Business Unit. Damien graduated from MIT's Sloan School of Management and was one of the first Developmental Entrepreneurship alumni, completing his thesis on Mobile Commerce Business Models with a particular focus on developing countries. The ideas developed in this thesis led him to become a co-founder of WAY Systems, an international leader in mobile point-of-sale devices.



**Rick Burnes** was a co-founder of Charles River Ventures in 1970 and has played a major role in the firm's development into one of the country's major venture firms with offices in Waltham, Massachusetts and Menlo Park, California. Over the last 15 years, Rick has focused on investments in the fields of communications and information services. Among the successful investments he has led are: Cascade Communications, Chipcom Corporation, Epoch Systems, Abacus Direct, Summa Four, Concord Communications, Prominet, Aptis and Sonus Networks. Apart from venture capital, Rick has been active in community organizations including the Boston Museum of Science, the Entrepreneur's Foundation of New England, Sea Education Association and The Boston Foundation.



**Iqbal Quadir** is internationally known for developing a new vision for universal information access, which he realized as the GrameenPhone network and its famous village phone ladies. Although considered unrealistic at the time, today it is widely considered to be one of the world's most important

poverty alleviation inventions. From 2001-2005, he was a fellow at Harvard's JFK School of Government, teaching how technologies can affect change in developing countries. He is now co-founder and director of the MIT Program for Developmental Entrepreneurship, and organizing projects providing electricity, fertilizers, and potable water in Bangladesh and other countries.



**Randy Zadra** is currently Managing Director of the Institute for Connectivity in the Americas (ICA), which was created for promoting and funding hemispheric innovation in the application of information and communication technologies (ICT) in the Latin American and Caribbean region. He has more than 15 years of experience in ICT, and extensive international experience. Randy previously held senior management positions at Teleglobe in Montreal, Quebec and Washington, DC and has founded two Internet start-ups, focusing on providing accessible Internet in developing countries. He has also worked with the Ministry of Industry in Canada, in international trade development and policy.

## GLOBAL VIEWING SITES (51 total)

### USA VIEWING SITES

Anchorage, AK; Atlanta, GA; Austin, TX; Baton Rouge, LA; Beaverton, OR; Boise, ID; Cambridge, MA; Charleston, SC; Chattanooga, TN; Cleveland, OH; Colorado Springs, CO; Columbia, SC; Decatur, IL; Denver, CO; Detroit, MI; Farmington, CT; Fort Collins, CO; Fort Lauderdale, FL; Gainesville, FL; Greenville, SC; Hagerstown, MD; Hammond, IN; Herndon, VA; Howard County, MD; Jacksonville, FL; Los Angeles, CA; Madison, WI; Minneapolis, MN; New York, NY; Philadelphia, PA; Pittsburgh, PA; Portland, ME; Portland, OR; Post Falls, ID; Salt Lake City, UT; San Diego, CA; Savannah, GA; Scranton, PA; Seattle, WA; Spokane, WA; Tampa, FL; Topeka, KS; Tri-Cities, WA

### INTERNATIONAL VIEWING SITES

Lagos, Nigeria; Lima, Peru; Manila, Philippines; Recife, Brazil; Rio de Janeiro, Brazil; Santiago, Chile; Toronto, Canada; Trieste, Italy

### VIEWING SITES BY GROUP

MIT Enterprise Forum Chapters, MIT Clubs, MIT Sloan Clubs, Entrepreneurs' Organization Chapters, NCEC Members, Entrepreneurial Centers across many Universities and Colleges

*Viewing sites listed as of September 12, 2006*

## SPONSORS

This program is produced in association with the Program for Developmental Entrepreneurship at MIT.

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### GOODWIN

### PROCTER

Goodwin Procter is one of the nation's leading law firms, with a team of 650 attorneys serving clients through offices in Boston, Los Angeles, New York, San Francisco and Washington, DC. The 150 lawyers

in our Technology Companies Practice provide dedicated representation to over 500 emerging companies and entrepreneurs, 100 venture capital and private equity firms, and many of the leading investment banks in the country. We take pride in understanding our clients' businesses, we share their entrepreneurial spirit and drive, and we provide counsel in connection with venture financings, securities offerings, M&A transactions, IPOs, fund formations and other corporate matters. We advise clients in a broad range of industries including life sciences, software, hardware, media and publishing, telecommunications and others.



Ropes & Gray, long known for its strength in sophisticated corporate/transactional work, litigation, investment management, private equity, healthcare, life sciences and several other industry specialties, represents numerous technology and engineering companies at all stages of growth, as well as the venture capital

and private equity firms that finance them. In 2005, the firm was ranked 1st in fund investment work in the U.S. by *Private Equity Analyst* and over the past two years negotiated and closed over 200 venture deals raising more than \$2 billion. Ropes & Gray's merger with Fish & Neave has created a powerhouse full-service firm with more than 750 lawyers and professionals and the nation's premier intellectual property practice. The professionals in the Fish & Neave IP Group of Ropes & Gray possess more than 140 advanced degrees, 60 of which are at the doctorate level, in a number of scientific disciplines. From offices in Boston, New York, Palo Alto, San Francisco and Washington, DC, the firm provides comprehensive legal services to leading businesses around the world. For more information please visit [www.ropesgray.com](http://www.ropesgray.com).



## SPONSORS



The Entrepreneurs' Organization (EO)—for entrepreneurs only—is a global community that enriches members' lives through direct peer-to-peer learning, connections to experts and once-in-a-lifetime experiences. EO is the catalyst that enables entrepreneurs to learn from each other, leading to

greater business success and an enriched personal life. EO is comprised of more than 6,400 members in 41 countries, with an average member age of 38 and average annual revenue of US\$13.1 million. The organization is committed to building the world's most influential community of entrepreneurs. For more information on EO or to apply for membership, visit [www.eonetwork.org](http://www.eonetwork.org) or call +1.703.519.6700.



WILMER CUTLER PICKERING HALE AND DORR LLP

Wilmer Cutler Pickering Hale and Dorr is renowned for its representation of technology and life science companies in venture capital, initial public offerings,

mergers and acquisitions, intellectual property, and securities and intellectual property litigation. The law firm has more than 1,100 lawyers in 13 cities, including Waltham, Massachusetts, home to the WilmerHale Venture Group, which specializes in the legal needs of emerging high tech companies. Please visit [www.wilmerhale.com](http://www.wilmerhale.com) for more information.

## CHAPTERS

### USA CHAPTERS

Caltech/MIT Enterprise Forum  
Central Coast MIT Enterprise Forum  
(Santa Barbara)  
MIT Enterprise Forum of Atlanta  
MIT Enterprise Forum of Austin  
MIT Enterprise Forum of the Bay Area  
MIT Enterprise Forum of Cambridge  
MIT Enterprise Forum of Chicago  
MIT Enterprise Forum of Connecticut  
MIT Enterprise Forum of Dallas – Fort Worth  
MIT Enterprise Forum of the  
Great Lakes (Detroit)  
MIT Enterprise Forum of New Hampshire  
MIT Enterprise Forum of New York City  
MIT Enterprise Forum of Pittsburgh  
MIT Enterprise Forum of South Florida

MIT Enterprise Forum of Texas (Houston)  
MIT Enterprise Forum of the  
Northwest (Seattle)  
MIT Enterprise Forum of Washington –  
Baltimore  
San Diego MIT Enterprise Forum

### INTERNATIONAL CHAPTERS

MIT Enterprise Forum of Israel  
MIT Enterprise Forum of Japan  
MIT Enterprise Forum of Taiwan  
MIT Enterprise Form of Toronto  
MIT Enterprise Forum of the  
United Kingdom  
MIT Enterprise Forum of the Pan Arab  
Region (Lebanon)

## ABOUT THE MIT ENTERPRISE FORUM, INC.

For more than twenty-five years, the MIT Enterprise Forum has connected technology entrepreneurs and has produced educational programs to fuel ideas and innovation worldwide. We are a non-profit, volunteer-driven organization that was founded by the MIT Alumni Association in 1978.

Our global headquarters is located on the MIT Campus in Cambridge, Massachusetts. Together with our 24 chapters around the globe, our goal is to link technology entrepreneurs to emerging ideas and enterprising leaders in their local communities and beyond.

Participation and membership is open to all – MIT graduates as well as other technology business leaders, venture capitalists, industry experts, and emerging entrepreneurs.

When you join the MIT Enterprise Forum, you become a part of an entrepreneurial ecosystem that offers limitless networking opportunities, a vast community of experts, and the tools for bringing your next innovation to commercialization. Please visit <http://enterpriseforum.mit.edu> for more information.

## ENTERPRISE FORUM GLOBAL MAILING LIST

Would you like to stay informed about the activities of the MIT Enterprise Forum and our 24 global chapters? Go to our homepage at: <http://enterpriseforum.mit.edu> and sign up for the MIT Enterprise Forum Global Email List. We'll send list members regular updates about MIT Enterprise Forum activities and other items of interest for the entrepreneurial community.

## SAVE THE DATE

Our Next Global Broadcast:  
**Thursday, January 25, 2007**  
Topic: Forecasting Capital Markets 2007

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