

SCHULICH STARTUPS

# IMPACT REPORT

MAY 2022- APRIL 2023



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# WELCOME FROM THE OFFICE

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Dear Schulich Startups  
Community & Supporters

We are excited to launch the Schulich Startups Impact Report for 2022/23! This report serves as a testament to the extraordinary journeys, accomplishments, and collective impact we have achieved over the past year.



**CHRIS CARDER**  
Executive  
Director



**CHELSEA GRAY**  
Associate  
Director

This year, as we returned to in-person programming, we were reminded of the remarkable resilience and collaborative spirit that defines our community. We are so grateful for the level of energy and excitement that you brought to every event - it will serve as our motivation for even bigger initiatives to come.

We dedicated a lot of energy this year to understanding our community better and creating events and opportunities that meet your needs. And we are continuing that focus this year with the planned launch of several new initiatives, designed to support our founders, students, and the ecosystem more broadly.

None of this would have been possible without the unwavering support, dedication, and collaboration of our remarkable community members. To our partners, mentors, founders, investors, and all those who have contributed their time, expertise, and resources, we extend our deepest gratitude. Your commitment to our shared vision has propelled us forward and continues to be the driving force behind our success.

**THANK YOU!**

A handwritten signature in blue ink, appearing to be 'CC'.

CHRIS CARDER  
Executive Director  
Office of Innovation and  
Entrepreneurship

A handwritten signature in blue ink, appearing to be 'Chelsea Gray'.

CHELSEA GRAY  
Associate Director  
Office of Innovation and  
Entrepreneurship

# MESSAGE FROM DEAN ZWICK

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Dear Schulich Startups  
Community & Supporters

We have witnessed extraordinary growth and impact at the Office of Innovation and Entrepreneurship in the 2022-23 academic year. We are proud to see the unwavering passion, dedication, and achievements of our students, alumni, and ecosystem leaders within the Schulich Startups community.

The community has flourished, now standing tall at over 200 companies, 250+ founders, and more than 3,000 active members. This remarkable growth is a testament to the vibrant entrepreneurial spirit that thrives within this community.

Throughout the year, the Office has offered invaluable learning opportunities for students, alumni, and the wider community. From another successful year of the Together Bootcamp and Competition, to multiple events filled to capacity and the upcoming launch of the Venture Studio as part of our new Tech MBA, this team fosters an environment that nurtures innovation and cultivates entrepreneurial excellence.

I am excited to see the Schulich Startups community continue to evolve, innovate, and create an even greater impact. Thank you for being an integral part of the Schulich Startups community. Together, let's continue to inspire, mentor, and connect, shaping a future where entrepreneurship knows no bounds.



**DETLEV ZWICK**  
Dean & Tanna H. Schulich Chair  
in Digital Marketing Strategy  
Schulich School of Business

A handwritten signature in black ink, appearing to read 'D. Zwick', written in a cursive style.

DETLEV ZWICK  
Dean & Tanna H. Schulich Chair in Digital  
Marketing Strategy  
Schulich School of Business

# BY THE NUMBERS

## (LAST 18+ MONTHS)

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**75+**

### NEW STARTUP VENTURES

Founded by Schulich  
Students and Alumni

**215**

### TOTAL STARTUP VENTURES

Founded by Schulich  
Students and Alumni

**250+**

### ACTIVE COMMUNITY LEADERS

Mentors, Speakers and  
Work Placement Hosts

**280+**

### COACHING SESSIONS

**44M**

### VENTURE FUNDING RAISED

**40+**

### LIVE & VIRTUAL EVENTS

**195+**

### TOTAL STUDENT PLACEMENTS

Across 3 courses for  
BBA and MBA Students

**5500+**

### TOTAL SOCIAL MEDIA FOLLOWERS

@SchulichStartups  
LinkedIn & Instagram

**1.8M+**

### ONLINE IMPRESSIONS

Across all posts during  
this period of time



The Panel

Schu  
Start

# ECOSYSTEM IMPACT

Appreciating the contributions  
and accomplishments of our  
ecosystem members



# TOGETHER 2023

"A global vision to inspire students"



# TOGETHER 2023

## ENTREPRENEURSHIP BOOTCAMP & VENTURE COMPETITION

A global initiative that bridges two leading innovation ecosystems-  
India and Canada

# 600

### Total Participants

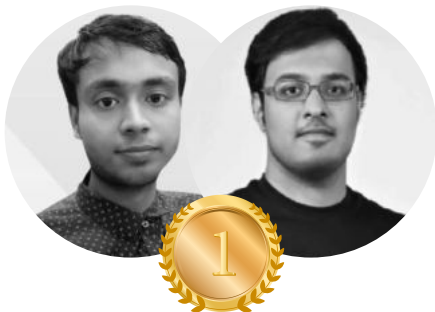
Each team comprised of 2 Indian student entrepreneurs, 2 Canadian student supporters and 2 industry professional mentors. A total of 100 teams participated in the competition.

The theme for the competition was **Sustainability, Self Reliability & Social Purpose**. The focus is to create new venture ideas with India as the primary market for launch and long term growth.

**\$27K+**  
PRIZE MONEY

**1000+**  
VIEWERS  
AND  
ATTENDEES

## Championship Winners



### TEAM STIMULER

With its unique AI, Stimuler is building a revolutionary product that allows users to learn and speak English more fluently.



### TEAM UDAAN

Udaan is building an affordable sanitary pad which is 100% sustainable and can degrade within 6 months of disposal.

**150+**  
MENTORSHIP  
HOURS



# TOGETHER 2023

## EXPERIENCE



A global initiative that bridges two leading innovation ecosystems-  
India and Canada

### Championship Judges



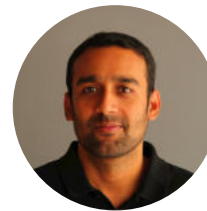
**Naman Budhdeo**  
General Partner  
Antler Canada



**Arati Sharma**  
Founder  
Backbone Angels



**Ankur Jain**  
Founder  
HostelFund



**Rajiv Srivatsa**  
Partner  
Antler India



**Sahil Barua**  
Co-Founder  
Delhivery

“ I was really excited to be a Finals Judge for Together 2023 - listening to the teams' amazing pitches. I was also a Mentor and a Speaker at Together 2021, finals judge for Together 2022 and it was an amazing experience to work with talented Indian student entrepreneurs and smart and dedicated students from Schulich.

-Naman Budhdeo

”

### Our Esteemed Partners



# TOGETHER 2023

## FEATURED GUESTS

### Program Launch



**SULTAN AKIF**  
Unicorn Account Executive  
Microsoft



**APOORVA SRIVASTAVA**  
Consulate  
General of India



**DEEPAK BAGLA**  
Managing Director  
and CEO  
Invest India



**KEVIN TASA**  
Associate Dean  
Schulich School of  
Business



**KUMAR ABHISHEK**  
CEO  
Keel



**SUMIR CHADHA**  
Co-Founder  
SteamPRO

### Opening Ceremony



**MYRA ARSHAD**  
Co-Founder & CEO  
ALT TEX



**PRIYA RAWAT**  
COO  
Invest India



**GHAZAL ALAGH**  
Co-Founder  
Mamaearth



**ABHAY JERE**  
Chief Innovation Officer  
AICTE



**NAMAN BUDHDEO**  
General Partner  
Antler Canada



**RICHA GUPTA**  
President & Founder  
Good Food for Good



**RHONDA LENTON**  
President & Vice-  
Chancellor  
York University

### Closing Ceremony



**JENNIFER DAUBENY**  
Minister (Commercial) -  
Canadian High Commission  
to India, Govt. of Canada



**MINISTER VIC FEDELI**  
Minister of Economic  
Development, Job  
Creation & Trade of  
Ontario



**MR. SANJAY K. VERMA**  
High Commissioner  
of India to Canada,  
Govt. of India



**DETLEV ZWICK**  
Dean  
Schulich School of  
Business



**MOHAN MARKANDAIER**  
Managing Partner  
Good News Ventures



**PRANEET SINGH**  
Associate Director  
upGrad Abroad



**SHAY NULMAN**  
Co-Founder & CFO  
Mantaro Capital



**MANINDER SIDHU**  
Parliamentary Secretary to the  
Minister of Foreign Affairs & MP  
for Brampton East



**AASTHA GROVER**  
Head  
Startup India



**SHIVANGI JAIN**  
AVP  
Startup India



**MR. NAVEEN JHA**  
Former CEO  
Deshpande Foundation,  
TCS



**ANDY HOANG**  
Founder & CEO  
Aviron



**AGNISHWAR JAYAPRAKASH**  
Founder & CEO  
Garuda Aerospace  
Pvt. Ltd.



### **Apoorva Srivastava**

Consulate General of  
India in Toronto;  
Together 2023 Speaker

“What an absolute pleasure to be part of the third edition of Together...let me begin by thanking Schulich School of Business and Startup India for putting together this wonderful initiative... I'd also like to commend the hard work of all the participating students... I'm pretty sure the entrepreneurship skills that all of them have gained by participating in Together 2023 will spawn some wonderful companies in the near future.”

# ACCELERATE

## NEWMARKET

A regional program to develop entrepreneurs



A complementary one-year membership to the Newmarket Chamber of Commerce which is dedicated to helping businesses succeed



The 6-week accelerator is designed and delivered virtually by industry professionals, subject matter experts and professors



Participants have the chance to apply for a complementary Mini-MBA: Essentials of Management



A 6-month virtual YSpace membership



A 4-month Mastermind for tech founders to share and solve business and interpersonal problems



Helping lead the program and recruiting a dynamic team of 15+ Schulich alumni and community mentors

300

ENTREPRENEURS  
TRAINED TO DATE

180+

STARTUPS  
SUPPORTED

150+

ATTENDEES AT  
LIVE OPEN HOUSE

# AMBITIOUS COLLABORATIONS



World Class Mentorship from members of the  
Schulich Startups Community



**Roshni Wijayasinha**

CEO & Lead Strategist  
Prosh Marketing



**Giancarlo Sessa**

Co-Founder  
Blade Air



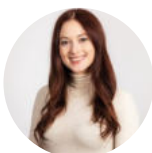
**Ben Stacey**

Founder & CEO  
Pitchverk



**Dan Tzotzis**

Founder  
Awake Chocolate



**Sarah Willson**

Investor  
Panache Ventures



**Keith Loo**

CEO & Co-Founder  
Skinopathy



**Kelly Yefet**

Associate Director-  
Digital Marketing  
Moderna



**Matan Hazanov**

Managing Director  
Verstra Ventures



**Mohan Markandaier**

Managing Partner  
Good News Ventures



**Mudit Rawat**

Head of M&A  
TAO Digital Solutions



**Ramin Wright**

Head of Operations  
Brale



**Richa Gupta**

Founder  
Good Food for Good



**Barry Hillier**

Founder & Investor  
eQuo



**Jeremy Vo**

CEO & Co-Founder  
LeapMotiv



**Sai Poguluru**

Startup Mentor  
Kellogg-Schulich  
Executive MBA



**Vito Giovannetti**

Co-Founder  
ChainPatrol

# SBEA - TEAM UP

## Schulich Business Excellence Academy

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Entrepreneurship bootcamp supporting Black and Indigenous Ontario high school students



**Brittany Charlton**

Founder & CEO



**Akousa Asare**

Founder & CEO



The Office of Innovation and Entrepreneurship paired up with the SBEA (a program formed by BBA students in 2021) team again in summer 2022 to provide an introduction into business for underrepresented black and indigenous high school students.



**Seema Sanghavi**

Founder & CEO



**Amy Ge**

Founder



Schulich Startups, along with the SBEA team worked towards providing an in-depth four-day entrepreneurship bootcamp with the support of a phenomenal group of guest speakers, mentors, and trainers.

### Guest Speakers



**Vito Giovannetti**

Co-Founder  
ChainPatrol



**Abdel Ali**

Investor Relations Associate  
Techstars





# SCHULICH STARTUPS UPDATES

Unlocking potential within the  
Schulich Startups Community

# SPOTLIGHT EVENT

## Uri Levine, Co-Founder of Waze

"Fall in Love with the Problem, Not the Solution"



Schulich's Office of Innovation and Entrepreneurship hosted an event in partnership with Waze co-founder and CEO Uri Levine. Celebrating the launch of his new book, "Fall in Love with the Problem, Not the Solution", Levine delivered a keynote presentation on the origin of and learnings from his journey with Waze, which was acquired by Google in 2013 for \$1.1 billion. Over 250 members of the Schulich entrepreneurship community attended the event.



**Detlev Zwick**

Dean  
Schulich School of Business,  
York University

“ We were incredibly fortunate to have the entrepreneurial legend Uri Levine join us at Schulich to share his thoughts and insights as well as his own incredible entrepreneurial journey. Our students and alumni found the keynote address to be extremely valuable in helping to navigate their own entrepreneurship journeys! ”

# VIP MIXER

## Hosted by Bereskin & Parr LLP

Developing meaningful connections within the community



Schulich's Office of Innovation and Entrepreneurship hosted a mixer in partnership with our sponsor Bereskin & Parr LLP. The event was attended by over 100 Schulich Startups Community founders, venture capital leaders, industry professionals and representatives from Bereskin & Parr LLP.

**Schulich**  
Startups

X

**Bereskin**  
& Parr



**Chris Carder**

Executive Director  
Office of Innovation and  
Entrepreneurship

Events like this exclusive mixer are an integral part of Schulich Startups. They help serve as an initial introduction for many Schulich Startups founders to leading venture capital firms and innovation ecosystem champions.



# MENTORSHIP PROGRAM: COHORT 2

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An elite Founder Mentorship Program in partnership with MindFrame Connect launched in January 2022.



**CHERRY ROSE TAN**

Entrepreneur in Residence  
Office of Innovation and  
Entrepreneurship

Schulich Startups was announced as one of the ten pilot sites in 2022-23, as part of MindFrame Connect's mission to advance the craft of mentorship in Canada. The program is led by Cherry Rose Tan.

**Schulich**  
Startups



**BRICE SCHECHUK**

Managing Partner  
Globalive Capital

Schulich Startups partnered with Brice Scheschuk, Managing Partner of Globalive Capital and Co-Founder of MindFrame Connect, to train the selected mentors this year.

 **mindframe**  
connect

# EMPOWERING MEANINGFUL MENTORSHIP

The program connects top Schulich student/alumni early-stage founders with our established Schulich alumni in the innovation ecosystem.

## POWERHOUSE MENTORS AND OUTSTANDING MENTEES (COHORT 2)



**MATAN HAZANOV**  
(iBBA'11)

Managing Director  
Verstra Ventures



**TALI REMENNIK**  
(BBA'17)

Co-Founder & CEO  
Granularity



**SURAJ GUPTA**  
(BBA'11)

President & CEO  
Rogue Insight Capital



**TEJAS SHAH**  
(MBA'17)

Co-Founder & CEO  
The Villa Life



**ARTIN MOSTAJABI**  
(BBA'23)

CBDO & Co-Founder  
Wisheets



**ROSHNI WIJAYASINHA**  
(MBA'09)

CEO & Lead Strategist  
Prosh Marketing



**GUILLERMO VALLES**  
(BBA'22)

CEO & Co-Founder  
Wisheets



**PRATHNA RAMESH**

VP of Operations  
FutureSight



**RICHA GUPTA**  
(MBA'10)

Founder  
Good Food For Good



**DANIEL SHAIN**  
(BBA'08)

Co-Founder & CEO  
Confetti



**ANDREI POLIAKOV**  
(MBA'10)

Director, Board of  
Directors  
WonderFi



**ARIEL SHAIN**  
(BBA'15)

Co-Founder & COO  
Confetti



**PEYVAND MELATI**  
(EMBA'18)

CEO  
QEA Tech



**VINIT SHAH**  
(BBA'21)

Co-Founder & CEO  
MyStudia

# SCHULICH STARTUP NIGHT 17

Schulich Startup Night is an annual event that gives students and alumni an opportunity to pitch their business ideas to a panel of top industry professionals for a chance to win cash prize and professional support.

## \$5,000

was awarded to each of the winning teams



**Chelsea Gray**  
Associate Director  
Office of Innovation and  
Entrepreneurship

“ This was a Schulich Startup Night that will be remembered for years to come! We had amazing pitches from our student and alumni companies that really blew our audience away. It was a tough decision for our judges as well. We can’t wait to follow these emerging companies and support their continued growth! ”

## JUDGES



**Snita Balsara**  
MBA'12  
Principal  
bdc\*



**Keith Loo**  
MBA'12  
CEO & Co-Founder  
SKINOPATHY



**Roshni Wijayasinha**  
MBA'09  
CEO & Lead Strategist  
Prosh Marketing

## SPONSORS



# SSN 17 CHAMPIONS



**Sarah Jane Flynn**  
EMBA'19  
CEO & Co-Founder



**Steven DeCaire**  
EMBA'19  
Co-Founder



## ALUMNI CHAMPION

Tourlitix is a data analytics platform that optimizes tour planning for musicians, comedians, and performance artists using open source data.

## STUDENT CHAMPION

Wisesheets allows their users to view real time and historical stock data including stock financials, key metrics and price data for over 50,000 stocks and ETFs.



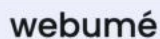
**Guillermo Valles**  
BBA'22  
CEO & Co-Founder



**Artin Mostajabi**  
BBA'23  
CBDO & Co-Founder



**Haider Zaidi**  
BBA'24  
Founder



## PEOPLE'S CHAMPION

Webume is a website that automates the creation of web-based resumes and uses AI to scan keywords from job listings.

“ Participating in SSN-17 was a pivotal moment for our business, as it provided us with an extensive network of support, including alumni, current students, mentors, service providers, and the Schulich Startups team. This invaluable community provided us with essential resources and opportunities that have fuelled our exponential growth. ”

-Guillermo Valles

# SCHULICH STARTUPS LEADER OF THE YEAR (2022-23)

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Awarded to Community Champion and Innovator



**ROSHNI WIJAYASINHA**  
MBA' 09  
CEO & Lead Strategist

**?rosh Marketing**

# THANK YOU FOR YOUR COMMITMENT

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- Mentorship Program Mentor
- SSN-17 & SSN-18 Judge
- Together 2023 Mentor
- VIP Series Host
- Accelerate Newmarket Mentor
- Work Integrated Learning Course placement host
- Schulich Instructor



# VIP SERIES

Amplifying the impact of leaders from our innovation ecosystem

## VIP SPEAKERS



**John Ruffolo**

**BBA'88**  
Founder & Managing Partner  
Maverix Private Equity



**Suraj K. Gupta**

**MBA'11**  
Co-Founder & CEO  
Rouge Insight Capital



**Eva Wong**

Co-Founder & COO  
Borrowell



**Kishore Moorjani**

**BBA'94, MBA'95**  
Former Senior Managing Director  
& Head of Tactical Opportunities -  
Blackstone

## VIP HOSTS



**Daniel Warner**  
**MBA'12**

CEO & Co-Founder  
Founders Assemble



**Roshni Wijayasinha**  
**MBA'09**

CEO and Lead Strategist  
Prosh Marketing



**Cherry Rose Tan**

Entrepreneur in Residence  
General Partner  
Renew VC



# VENTURE SERIES

Engaging dialogue with expert panel discussions

## REVERSE DEMO DAY



**Jeffery Potvin - Host**  
Founder  
Open Poeple Network



**Sarah Willson**  
Venture Capitalist  
Panache Ventures



**Peyvand Melati**  
CEO  
QEA Tech



**Leah Perry**  
Senior Manager,  
Venture Services  
MaRS



**Althea Wishloff**  
General Partner  
Raven Capital

## WEB3 VENTURE SERIES



**Vito Giovannetti - Host**  
BBA'14  
Co-Founder  
ChainPatrol



**Ahmad Aslam - Host**  
Partner  
Zeifmans



**Janelle Chalouhi**  
Founder and CEO  
Venus Ventures Inc.



**Ramin Wright**  
Web3 Builder  
Head of Operations  
Brate

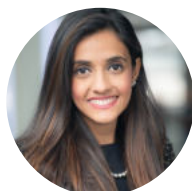


**Joshua Doner**  
Managing Director  
Gaming  
Tokens.com

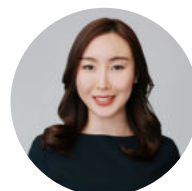
## WOMEN IN VENTURE CAPITAL



**Cherry Rose Tan - Host**  
Entrepreneur in Residence  
General Partner  
Renew VC



**Sanjana Basu**  
Investor  
Radical Ventures



**Shelley Li**  
MBA'19  
Director at Innovation  
Banking  
CIBC



**Neha Bahl**  
General Partner  
Renew VC



# IDEA JAM

Connecting experts with founders in a strategic forum

Idea Jam & Namestorm are venture strategy and marketing brainstorming sessions that bring together industry experts with aspiring entrepreneurs seeking a positive, judgement free environment.

## FEATURED FOUNDERS



**Pravir Chadha**

Co-Founder  
SteamPRO



**Sumir Chadha**

Co-Founder  
SteamPRO



**Srujana Kanumuri**

(MMgt'18)  
Founder  
FoodHosts



**Guillermo Valles**

(BBA'22)  
Founder  
Wishesheets



**Artin Mostajabi**

(BBA'23)  
Co-Founder  
Wishesheets



**Haider Zaidi**

(BBA'24)  
Founder  
Webumé





# STUDENT PROGRAMS & COURSES

Unlocking Growth for Students,  
Alumni, and Founders

# ENTR 6960

## Mentorship Match

Bringing together an elite group of Schulich MBA Students with special Mentors

**28**

**Student Positions**

**26**

**Founders and Venture Capitalists**

**12**

**Week Placements**

The course represents an opportunity to earn credit while learning directly from a Venture Leader in the Innovation Sector (either a Founder or Venture Capital Leader) in real-time as they assess entrepreneurial challenges and opportunities through one of the two experiential learning placement types.



**Vinod Krishna**

MBA '23  
Renew VC

ENTR 6960 is the perfect way to put your MBA learnings to practice and have fun doing it. You can make many new connections and develop meaningful relationships. It is a game changer for anyone interested in VC. Super grateful for my match!

### COMPANY SITE HOSTS (Winter 2023)



# ENTR 6960

## Mentorship Match

Bringing together four 6960 cohorts for the first ever in-person mixer for this course



**130**

6960 Students  
across the 4  
cohorts

**24,080**

Total number of  
hours worked  
by our students

**75**

Total placement  
sites hosting our  
students

# WORK INTEGRATED LEARNING COURSES

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WIL programs in 2022-2023

## MGMT 4850

**Instructor: Prof. Farrokh Zandi**

A Schulich Startups team-up with Professor Farrokh Zandi, offering students work placements. New this year, each selected student was also provided with a \$3000 stipend at the completion of the term.

## MGMT 6850

**Instructor: Ashwin Joshi**

A course specifically designed for Schulich MBA in India Cohorts – providing them Summer Internship opportunities in Canada (as they move from our campus in India to Canada at the start of their second-year studies).

## COMPANY SITE HOSTS

 Prosh Marketing

 opn

 nugget.ai

SKINOPATHY

 mavericks  
BURGER CO.

 TOURLITIX

 willful.

TRIBAL<sup>7</sup>  
SCALE

# ENTR 6905

## Intelligent Innovation Ecosystem Design

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### 2 Week Intensive Summer Program

The Office of Innovation and Entrepreneurship just launched its first course in collaboration with the International relations department at Schulich. This MBA course is taught by Cherry Rose Tan. This year, ENTR 6905 hosted exchange students from Israel, the UK, and Thailand.

This intensive, hands-on modular course featured a variety of engaging guest lecturers, leading innovators, and site visits, focusing on strategies to spark, scale, and sustain Tech and Innovation throughout the startup journey. Designed to showcase the strong tech scene in Toronto and expose students from Schulich's partner schools to the city and the school's strengths, this course placed incoming exchange students and domestic and international Schulich students into one immersive experience.



**CHERRY ROSE TAN**

Program Instructor and  
Entrepreneur in Residence  
Office of Innovation and  
Entrepreneurship



*\*\$50 off Ownr business regis  
other offers, but refund will n  
get.ownr.co/schulich to sign u  
Alberta, and British Columbia*

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SORED BY:

# ANNOUNCEMENTS 2023-24

We are expanding our community and  
have more to offer to our members

# Introducing VENTURE ACADEMY

## MASTERCLASS VENTURE CERTIFICATES



The Office of Innovation and Entrepreneurship is collaborating with Schulich ExecEd to provide Masterclass Certificates. They will include 30 hours of live teaching from industry leaders plus additional online course learnings and materials.

This program is for early to mid-stage professionals, with previous work experience in the innovation or startup industry. Having a specialized background allows them to close job offers and/or promotions in a competitive market, especially when moving into management roles (e.g. Manager, Director, VP positions).

The inaugural 4 courses being offered in Fall 2023 are:

- Venture Talent
- Venture Finance
- Venture Capital
- Venture Operations



Enroll here!

“After a long career, I am honoured to contribute my expertise through the Schulich Venture Academy. Scaling startups is a nuanced and complex process, which needs leaders in Finance, Operations, and more to be nurtured in their specific role.”  
-Leen Li

### Program Directors



**Jenny do Forno**

Head of Talent  
OMERS Ventures



**Prashant Matta**

General Partner  
Panache Ventures



**Izabella Gabowicz**

VP Operations  
Q2



**Leen Li**

CEO  
Wealthsimple  
Foundation



**Cherry Rose Tan**

Entrepreneur in  
Residence  
Schulich Startups



# Launching THE VENTURE STUDIO

IN PARTNERSHIP WITH ONE **111** ELEVEN

Schulich Startups is very excited to announce the launch of a formalized joint Venture Studio, a partnership between the Schulich School of Business and OneEleven, as a part of Schulich's new MBA in Technology Leadership (Tech MBA).

The Tech MBA program - the first of its kind in Canada - launches this September and will help develop the next generation of leaders for a business world that is increasingly tech driven.

The Venture Studio will be led by Chris Carder, Executive Director of Office of Innovation and Entrepreneurship and taught by a team of co-instructors. The program will match teams of top students with member companies from both OneEleven and the Schulich Startups communities, completing pro bono strategic product and fundraising analysis for select startups.



**Angelo Casanas**

Interim Managing Director  
OneEleven

This partnership will enable OneEleven to continue contributing to the ecosystem of talent and upskilling and we can't wait to work with these leaders of the future. Schulich is an iconic business education brand and we're thrilled with this partnership.



# Introducing THE PITCH DECK ADVISORY COUNCIL

This advisory program will feature 12 prestigious Schulich Alumni who will work closely with our community startups to help them perfect their pitch decks. There will be separate mentors for each stage of funding.



**TARUN AGARWAL**

MBA 2020  
VENTURE ASSOCIATE



**ABDEL ALI**

MBA 2021  
INVESTOR RELATIONS ASSOCIATE



**UJWAL ARKALGUD**

MBA 2009  
EXECUTIVE VICE PRESIDENT



**SNITA BALSARA**

MBA 2012  
PRINCIPAL



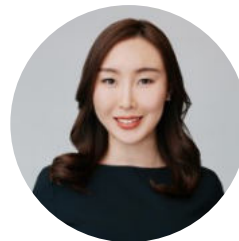
**STUART BROWNE**

MBA 2009  
CHIEF EXECUTIVE OFFICER



**ARTEM CHAYKOVSKYY**

JD/MBA 2024  
2L SUMMER ASSOCIATE



**SHELLEY LI**

MBA 2019  
DIRECTOR, INNOVATION BANKING



**PEYVAND MELATI**

EMBA 2018  
GENERAL PARTNER



**NIKHIL NAYAR**

IMBA 2021  
VC ASSOCIATE



**LEAH PERRY**

MBA 2022  
SENIOR MANAGER, CLEANTECH,  
VENTURE SERVICES



**MUDIT RAWAT**

MBA 2009  
HEAD OF M&A



**SARAH WILLSON**

ASSOCIATE



# Welcome to our **NEW OFFICE**

## VISIT US IN THE EXECUTIVE LEARNING CENTRE



Schulich Startups is pleased to announce its new office space in the Executive Learning Centre at the Schulich School of Business. The expansion will facilitate the continued growth and development of the Schulich Startups team and programming. The office will include:

- A media room, fully equipped for podcast and video production
- Co-working space for Schulich Startups community members
- A Founder's workspace for instructors and guest lecturers
- Bookable meeting space for team off-sites or board meetings
- Access to breakout rooms, classrooms, a fireside lounge, and the penthouse boardroom within the Executive Learning Centre



**Chelsea Gray**

Associate Director  
Office of Innovation and  
Entrepreneurship

“ This expansion allows us to better help and support our community Startups, and provide our team with a more dynamic and collaborative work environment. We believe that our new office space will help us to continue to grow and thrive as an organization. We are committed to providing our community members and leaders with the best possible opportunities and support. ”

# Launching ENTR 6500

## STARTUP LAB: THE TOGETHER MISSION

This course offers a hands-on experiential opportunity to students in the MBA in India Program as a mandatory 1st Year Course and as a 2nd Year elective to all other MBA Students.

The course offers an opportunity to learn startup and venture capital strategies, software/hardware product design and planning and mentor/mentee relationship frameworks. Students then apply those learnings by advising 20+ top Indian student Startups through the Schulich 'Together' Program (in partnership with Startup India and the Government of India).

### Goals of the Course



Motivate the students to think 'outside of the box' in future corporate/innovation environments



Help the students build communication skills by interacting with Mentors/Industry Leaders



Push the students to grow their leadership skills by serving as 'Together 4.0' Advisors

### Course Team



**CHERRY ROSE  
TAN**  
Entrepreneur in  
Residence



**JEREMY VO**  
(BBA '14)  
Partner  
LeapMotiv



**CHRIS CARDER**  
Executive Director  
Office of Innovation and  
Entrepreneurship



**SHRAY KUMAR  
BHATNAGAR**  
(MBA '20)  
Entrepreneur Strategist

# Announcing NEW PARTNERSHIP



Schulich Startups is very excited to announce a new partnership with Techstars - one of the world's largest pre-seed and early stage venture capital firms in the world.

Under this partnership, six Schulich MBA students will be hired by Techstars each summer to work as Business Development Associates to help support portfolio companies from within the Techstars Toronto class in their journey from early stage to venture-backed companies. Techstars has also signed on as an official partner for multiple VIP events taking place throughout the next academic year.



**Alisha Golden**

Investment Manager  
Techstars

“  
Attending Schulich Startup Night 18, I was blown away by the caliber of Schulich students and recent graduates pursuing careers in innovation and venture capital. Tapping into this amazing pool of talent felt like a natural fit for Techstars Canada and our startup companies. We’re looking forward to helping these students learn and grow, while they help our Founders reach for greatness.  
”



# THE YEAR AHEAD 2023-24

## Upcoming VIP Sessions



### **JANET BANNISTER**

**Founder & Managing Partner at  
Staircase Ventures**

#### **EVENT DETAILS:**

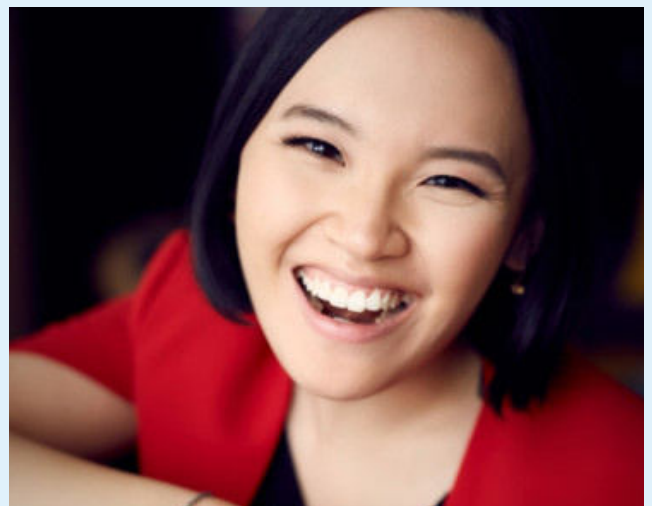
**DATE** - September 13, 2023  
**TIME** - 7 PM onwards  
**LOCATION** - Schulich School  
of Business

### **CHERRY ROSE TAN**

**General Partner at  
Renew VC**

#### **EVENT DETAILS:**

**DATE** - October 10, 2023  
**TIME** - 7 PM onwards  
**LOCATION** - OneEleven





# TEAM, INSTRUCTORS, AND VOLUNTEERS

Committed to Supporting  
Students and Alumni Innovators

# SCHULICH STARTUPS TEAM

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Devoted to the next generation of Schulich  
Entrepreneurs and Innovators.



**CHRIS CARDER**

Executive Director



**CHELSEA GRAY**

Associate Director



**CHERRY ROSE TAN**

Entrepreneur in Residence



**VITO  
GIOVANNETTI**

BBA'14  
Entrepreneur  
Strategist



**SHRAY KUMAR  
BHATNAGAR**

MBA'20  
Entrepreneur  
Strategist



**SWATHI  
ALAGARAJ**

MBA'23  
Project  
Manager



**JESSICA  
KABULI**

BBA'23  
Digital Marketing  
Coordinator



**FLORA XUE**  
BBA'23

Digital Marketing  
Coordinator



**BAHAREH ALI**

Video Editor



**SALMAN FARIDI**

MBA'24  
Event Producer



**VINOD KRISHNA**

MBA'23  
Event Producer



**SOPHIA YOU**

BBA'24  
Event Producer



# PROFESSORS AND INSTRUCTORS

Mobilizing knowledge and distilling it for practice



**MOREN  
LÉVESQUE**

Co-Director  
ENTR Studies



**EILEEN  
FISCHER**

Professor



**YUVAL  
DEUTSCH**

Professor



**ALTHEA  
WISHLOFF**

Instructor



**GEOFFREY  
KISTRUCK**

Professor



**DAN  
TZOTZIS**

Instructor  
BBA'02, MBA'10



**NARBE  
ALEXANDRIAN**

Adjunct Professor  
BBA'09



**GREGORY  
MILAVSKY**

Adjunct Professor



**JANE-MICHELE  
CLARK**

Adjunct Professor



**JULIEN  
PAPON**

Sessional Instructor  
MBA '08



**KEITH  
LOO**

Instructor  
MBA'12



**STUART  
BROWNE**

Instructor  
MBA'09



**CHERRY ROSE  
TAN**

Entrepreneur in  
Residence



**STEVE  
PULVER**

Adjunct Professor  
MBA'81



**SNITA  
BALSARA**

Instructor  
MBA'12



**ROSHNI  
WIJAYASINHA**

Instructor  
MBA'09



# PARTNERS WITH VISION

Building experiences that empower the  
next generation of innovators

# PARTNER SPOTLIGHT

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Celebrating one of our most successful  
Schulich Startups Partnerships



Since 2019, Schulich Startups and Zeifmans have co-created events and initiatives to educate and connect young innovators with expert advisory and financial support. They are our one of our major event sponsors including our VIP series, Venture Series, Idea Jams and Schulich Startup Night.

They also launched a special series on our instagram page with weekly tips for Startup Founders. In addition, Zeifmans also has two programs for Startup Founders:

- **Pro Bono Program:** This program pairs you with a Zeifmans expert for any assistance you may need during the initial days of launching a startup.
- **Startup Accounting Kit:** Provides professional financial assistance to your startup in terms of tax preparation, financial statements and additional consulting like sales tax.



# PARTNER SPOTLIGHT

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## CITY OF TORONTO



Schulich Startups is grateful to receive annual support from The City of Toronto's Business Incubation and Commercialization Grant Program (BIC). The program has helped us nurture entrepreneurship, innovation, business development, and inclusive economic growth within the Schulich Startups Community and throughout the Toronto ecosystem.

## BERESKIN & PARR LLP

Bereskin & Parr LLP is a leading Canadian full service intellectual property law firm serving clients across all industries around the world. Founded in 1965, the firm has grown to be one of the largest Intellectual Property (IP) firms in Canada with offices located in major economic and technology centers. Bereskin & Parr LLP and its award-winning professionals are consistently ranked as the benchmark for IP law in Canada. We love hosting our Schulich Startups VIP Mixers at their offices, bringing together 100 + community members to network in a high-energy and supportive setting.



# CONSIDER DONATING

## The Schulich Innovation and Entrepreneurship Fund

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The [Schulich Innovation & Entrepreneurship Fund](#) supports student and alumni entrepreneurs and innovators through a variety of special events, training and accelerator programs, startup competitions and prizing opportunities.

### The Schulich Innovation & Entrepreneurship Fund helps to:

- Increase the impact of Schulich Startups Event Series
- Launch innovative programs & training events for our Entrepreneurs
- Grow our portfolio of Work Integrated Learning placements

### Bespoke Donation Opportunities:

- Awards, Scholarship and Bursaries
- New Venture Design Course Awards
- Together 4.0 support

## Schulich Startup Night

# TAKE THE 4 YEAR PLEDGE

Inspiring a new generation

### Steps to Donate:

- 1) Scan the QR code below
- 2) Select a Donation Amount  
(Total for 4 years)
- 3) Select Scheduled Payments and enter number of payments (i.e. 4) and frequency of payments (annual)
- 4) Ensure the Designation is "Schulich Startup Night Awards"
- 5) Fill out the Donor Information
- 6) Receive your tax receipt



“ I've pledged \$5,000 annually for 4 years towards our ambitious target and hope you will **join me today with your own 4-year pledge** of \$200, \$1,000 or more! ”

Chris Carder - Executive Director  
Office of Innovation and Entrepreneurship

# THANKS TO OUR DEDICATED SPONSORS




# HOW TO GET INVOLVED

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1. Take the 4 year pledge to donate for SSN
2. Sign up to be a Mentor
3. Attend our networking mixers and events
4. Join our events as guest speakers
5. Join our newsletter and slack channels
6. Follow our social media channels for latest updates



 [info@schulichstartups.com](mailto:info@schulichstartups.com)

 <https://schulich.yorku.ca/schulich-startups/>

 <https://www.linkedin.com/company/schulichstartups>

 <https://www.instagram.com/schulichstartups/>

 <https://tinyurl.com/ys354a66>

## Thank you!

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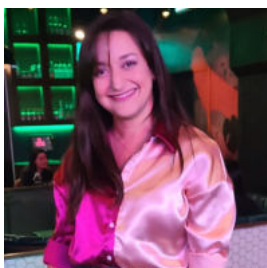


**CHRIS CARDER**  
**Executive Director**

Office of Innovation and Entrepreneurship

Email: [chris@chriscarder.com](mailto:chris@chriscarder.com)

111 Ian MacDonald Blvd, North York, ON M3J 1P3



**CHELSEA GRAY**  
**Associate Director**

Office of Innovation and Entrepreneurship

Email: [cbgray@schulich.yorku.ca](mailto:cbgray@schulich.yorku.ca)

111 Ian MacDonald Blvd, North York, ON M3J 1P3



# THANK YOU

for making  
2022-23 such  
a success!





# OUR MISSION

“ Power the Next Generation  
of Schulich Entrepreneurs  
and Innovators ”