SUSTAINABLE VENTURES
VCIC

“This two-day competition matches wits with the top sustainable MBA programs in which students meet 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 as well as awareness of double-bottom line evaluation techniques—student teams interact with real entrepreneurs from real companies with real business plans. Unlike other competitions where teams lock themselves away to mull over theoretical or historical scenarios, the SVCIC experience exposes students to a variety of activities that ultimately must be integrated into a cohesive investment strategy to be pitched to real venture capitalists.

SVCIC is NOT a business plan competition!

The "VCIC 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 VCs, 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 is playing the role of a 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 one-on-one with each entrepreneur
- Choose a deal (or multiple deals)
- Create executive summary, term sheet summaries and PowerPoint presentation
- Present to and field questions from a panel of VCs
- Sit down one-on-one with VCs for feedback

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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 as to what is missing in their plan and their pitch
- Receive copies of all team deliverables, including term sheets

Successful Venture Capitalists WIN

While students and entrepreneurs are participating in this simulated human drama, a panel of VCs is observing from the periphery. After the entrepreneurs depart, the tables are turned, and it is the students who must start pitching. They must convince their "partners", the VCs acting as judges, that their investment decisions are sound, that they will provide a reasonable return for the risk taken and that they have a social or environmental impact. In a session that can feel like a lifetime to students, VCs pepper them with questions, digging deep into the team's decisions and cutting to the point in their reputed no-nonsense style. Finally, judges must choose a winner — the team they would most like to have as their VC partner, based on their evaluation of the teams' assessment of risk, knowledge of the VC process, communication skills and teamwork.

Key Dates

- Intent to compete due: December 12, 2005 with $100 refundable deposit
- Competition dates: March 30 – April 1, 2006

Sponsored By

UNC Kenan-Flagler’s - Net Impact Chapter
Center for Sustainable Enterprise
and Center for Entrepreneurial Studies

For More Information or to Register –

www.SVCIC.org

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