Abstract:
Robert Siegel will discuss how VC's look at investment opportunities, the unique situation of technology coming out of research institutions, and the transition to commercial entities. He will explain how venture capital works, and how researchers can communicate effectively with potential financial investors. He will cover common challenges between academia and venture capitalists, and suggest some ways to mitigate potential friction.

About the Speaker:
Robert Siegel is a general partner at X/Seed Capital Management with more than 22 years of operating experience in an array of large and small technology companies. Before joining X/Seed Robert was general manager of the Video and Software Solutions unit of GE Security. Robert was an executive vice-president of the “fables” semiconductor company Pixim, and was the founder and CEO of Weave Innovations, which developed network services focused on delivering photos and other digital media to PCs, Internet appliances, and mobile devices.
From 1994 to 1998, Robert worked at Intel where he developed and implemented the company’s strategy for incorporating PCs into home entertainment systems. He also worked in Intel’s corporate business development division, which functions as the company’s venture capital arm, and held management positions at GeoWorks and Quantum. He served as a consultant for Sun Microsystems and Bain and Company. Robert lectures at Stanford University’s Graduate School of Business and is the co-inventor on three patents. He has written several articles for the California Management Review and served as lead researcher for Andy Grove’s book Only the Paranoid Survive. He serves on the board of multiple start-up companies. Robert earned his BA from UC Berkeley and an MBA from Stanford University.