

# MIT Industrial Liaison Program Faculty Knowledgebase Report

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## 2018 MIT Startup Ecosystem Conference

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May 15, 2018 8:00 am - 3:35 pm

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8:00am Registration and Breakfast

9:00am Welcome Remarks: MIT Innovation Ecosystem  
Karl Koster  
Executive Director, MIT Corporate Relations  
Director, Alliance Management  
MIT Office of Strategic Alliances & Technology Transfer



Karl Koster  
Executive Director, MIT Corporate Relations  
Director, Alliance Management  
MIT Office of Strategic Alliances & Technology Transfer

Karl Koster is the Executive Director of MIT Corporate Relations. MIT Corporate Relations includes the MIT Industrial Liaison Program and MIT Startup Exchange.

In that capacity, Koster and his staff work with the leadership of MIT and senior corporate executives to design and implement strategies for fostering corporate partnerships with the Institute. Koster and his team have also worked to identify and design a number of major international programs for MIT, which have been characterized by the establishment of strong, programmatic linkages among universities, industry, and governments. Most recently these efforts have been extended to engage the surrounding innovation ecosystem, including its vibrant startup and small company community, into MIT's global corporate and university networks.

Koster is also the Director of Alliance Management in the Office of Strategic Alliances and Technology Transfer (OSATT). OSATT was launched in Fall 2019 as part of a plan to reinvent MIT's research administration infrastructure. OSATT develops agreements that facilitate MIT projects, programs and consortia with industrial, nonprofit, and international sponsors, partners and collaborators.

He is past chairman of the University-Industry Demonstration Partnership (UIDP), an organization that seeks to enhance the value of collaborative partnerships between universities and corporations.

He graduated from Brown University with a BA in geology and economics, and received an MS from MIT Sloan School of Management. Prior to returning to MIT, Koster worked as a management consultant in Europe, Latin America, and the United States on projects for private and public sector organizations.

9:20am

Introduction of MIT Startup Exchange  
Marcus Dahllöf  
Program Director, [MIT Startup Exchange](#)



Marcus Dahllöf  
Program Director  
[MIT Startup Exchange](#)

Marcus Dahllöf leads MIT Startup Exchange, which facilitates connections between MIT-connected startups and corporate members of the MIT Industrial Liaison Program (ILP). Dahllöf manages networking events, workshops, the STEX25 accelerator, opportunity postings, and helps define the strategic direction of MIT Startup Exchange. He is a two-time tech entrepreneur (one exit in cybersecurity), and has previously held roles in finance, software engineering, corporate strategy, and business development at emerging tech companies and Fortune 100 corporations in the U.S., Latin America, and Europe. Marcus was a member of the Swedish national rowing team and he is a mentor at the MIT Venture Mentoring Service.

9:30am

STEX25 Startup Lightning Talks: Data

Tor Jakob Ramsøy

Founder & CEO, [Arundo](#)



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Founder & CEO

[Arundo](#)

Arundo Founder and CEO Tor Jakob Ramsøy was previously a Senior Partner at McKinsey & Company, the global management consulting firm. At McKinsey, he led the technology service lines for the Global Energy Practice and EMEA Big Data/Advanced Analytics, and was also country manager for McKinsey Norway and led the Business Technology Office in Scandinavia. Prior to McKinsey, Ramsøy was a Senior Partner at Accenture. He holds an MS from MIT.

Arundo is a software company based in Oslo, Norway; Houston, TX; and Palo Alto, CA. Their products help business leaders and operations professionals in maritime and other heavy industries better manage complex physical systems through machine learning and data-driven software applications. Founded in 2015, Arundo has raised over \$35 million in financing and currently consists of around 100 software engineers, data scientists, and industrial domain experts, including 23 PhDs. They are part of Stanford's StartX program and have received investment from the Stanford-StartX Fund. Arundo was also named to the MIT STEX25 by the Massachusetts Institute of Technology Startup Exchange.

Max Kanter

Cofounder & CEO, [Feature Labs](#)



Max Kanter

Cofounder & CEO

[Feature Labs](#)

Max Kanter, Cofounder and CEO, Feature Labs, makes it easier to create new machine learning products and services. Enabled by tools and APIs for automated feature engineering, Feature Labs helps data science teams deploy impactful machine learning solutions 10 times faster. Feature Labs is changing the way organizations in the retail, marketing, financial services, and manufacturing industries approach solving machine learning problems.

Damian Roskill

VP of Marketing, [Gamalon](#)



Damian Roskill

VP of Marketing

[Gamalon](#)

Damian Roskill, VP of Marketing, Gamalon, recognizes that two thirds of data crucial to customer experience and digital transformation is free-form, and therefore cannot be used. Gamalon's AI platform takes unstructured survey text, chat messages, trouble tickets, and more, and outputs drill-down customer analytics, sales and marketing responses, and database-ready information.

Gregory Falco

Cofounder, [NeuroMesh](#)



9:55am

Panel Discussion: Corporate-Startup Partnerships

Marcus Dahllöf

Program Director, [MIT Startup Exchange](#)



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Keith Hearon

Cofounder & CEO, [Poly6](#)



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Cofounder & CEO

[Poly6](#)

Poly6 is catalyzing a global materials revolution in which energy intensive, toxic, and waste producing material chemistries are replaced with new, simple, bio-based, high-performing chemistries. Keith Hearon is the inventor of Citrene™ and is a postdoctoral fellow in Professor Robert Langer's group at MIT. Hearon has 8 patents granted/pending in materials science.

John Kelly

Director, Empower Innovation, [BAE Systems](#)



John Kelly

Director, Empower Innovation

[BAE Systems](#)

John Kelly is the Director of the Empower Innovation team within the Electronic Systems sector at BAE Systems. His team of professional technology scouts focuses on creating, supporting, and transitioning technology-based disruptive adjacent market opportunities into the ES product lines. Inspiration for their new market opportunities primarily comes from the ideas, creativity, and concepts of ES' workforce, as well as monitoring technology trends in academia, private-equity start-ups, technology incubators, defense competitors (largely in the DARPA and service lab ecosystems), ES' Technology Solutions LOB, and various innovation forums. Prior to his current role, Kelly held several positions within ES including Director of ISR's Target Development Lab, Director Strategic Development of Technology Solutions, and Director of Advanced ISR Applications. He joined BAE Systems in 2003 as a systems engineer on the Compass Call program. Prior to joining BAE Systems, Kelly held various systems engineering positions at the Joint Warfare Analysis Center (JWAC), and was a senior intelligence officer with the Defense Intelligence Agency. He holds a BS in industrial engineering from Northeastern University and an MS in systems engineering from George Washington University.

Erik Mirandette

10:30am

Networking Break

11:00am

Keynote: Humatics - Revolutionizing how people and machines locate, navigate, and collaborate

David Mindell  
Professor of Aeronautics and Astronautics  
Dibner Professor of the History of Technology  
Co-Founder and Partner, [Unless](#)



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Professor of Aeronautics and Astronautics  
Dibner Professor of the History of Technology  
Co-Founder and Partner  
[Unless](#)

David Mindell is an engineer and historian. An expert in human relationships with robotics and autonomous systems, he has led or participated in more than 25 oceanographic expeditions. From 2005 to 2011 he was Director of MIT's Program in Science, Technology, and Society. He is the author of five books and co-founder of Humatics Corporation, which develops technologies to transform how robots and autonomous systems work in human environments.

[View full bio](#)

11:20am

STEX25 Startup Lightning Talks: Other Hard Tech

Brian Spatocco

CTO, [Advanced Potash Technologies](#)



Brian Spatocco

CTO

[Advanced Potash Technologies](#)

Brian Spatocco, Chief Technology Officer, Advanced Potash Technologies, (APT) a mining-meets-agriculture company that aims to disrupt the \$20 billion global potassium fertilizer (potash) market. Our technology derives from IP developed at MIT that has been successfully tested in the world's most respected agronomic facilities.

Kristin Brief

EVP of Business Operations and Corporate Development, [Ambri](#)



Kristin Brief

EVP of Business Operations and Corporate Development

[Ambri](#)

Kristin Brief, EVP of Business Operations and Corporate Development, Ambri, is commercializing battery technology invented at MIT. Ambri's solution reduces the need for new power plants and power lines, it makes it easy to manage more wind and solar resources, and power prices will be lower. Their solution is low cost, reliable, and safe.

Jan Schnorr

CEO, [C2Sense](#)



Jan Schnorr

CEO

[C2Sense](#)

Jan Schnorr is Chief Executive Officer of C2Sense. Previously, he was a postdoctoral associate in the Swager laboratory (Department of Chemistry at MIT), and also completed his Ph.D. in chemistry at MIT. During this time, he has worked on functionalized carbon nanotubes and carbon nanotube based chemical sensors. He has published 13 peer-reviewed papers with a total of over 300 citations. He is co-inventor on six patents/patent applications, including C2Sense's ethylene sensing and rapid prototyping technology.

Cory Kidd

CEO and Founder, [Catalia Health](#)



Cory Kidd

CEO and Founder

[Catalia Health](#)

Panel Discussion: Funding of Innovation

Leon Sandler

Executive Director, [MIT Deshpande Center for Technological Innovation](#)



Leon Sandler

Executive Director

[MIT Deshpande Center for Technological Innovation](#)

As Executive Director of the Deshpande Center for Technological Innovation, Leon Sandler wears many hats: He is responsible for guiding the center's strategic direction, ensuring successful execution of its mission, and managing day-to-day operations.

With a strong background in the assessment of technologies for commercialization, Mr. Sandler leads a process the center calls "select, direct and connect". Through this process, faculty research projects are chosen to receive Deshpande Center grants, based on a project's potential commercial and social impact. Research teams then receive intensive guidance in how to bring their inventions to the marketplace and form new spinout companies.

Among his related duties Mr. Sandler:

- Mentors faculty and student researchers
- Coaches and lectures on technology innovation and entrepreneurship at the MIT Trust Entrepreneurship Center and the MIT Sloan executive education program
- Advises organizations around the world on how to move technologies from the lab to the marketplace
- Serves as the Deshpande Center's fundraiser-in-chief, responsible for keeping the center on a sound financial footing.

To ensure the success of all these activities, Mr. Sandler builds and continually renews a broad network of relationships. These include connections within MIT's well-developed entrepreneurial ecosystem and external ties with venture capitalists, corporate supporters, government agencies, and educational institutions.

**Business, Entrepreneurial and Educational Background**

Before joining the Deshpande Center in 2006, Leon Sandler held senior positions in general management, marketing, finance and business development at companies such as Boston Consulting Group, Eastman Kodak, Texas Instruments and Digital Equipment Corporation. He founded the consulting firm Monmouth Group, where he provided management, marketing and business development assistance to over twenty early-stage companies. This included co-founding and serving as the CEO of Nuvonyx, a maker of industrial laser systems; serving as CEO of several start-ups; and assisting many ventures as an interim executive or advisor.

Mr. Sandler received his B.S. degree in 1971 and his M.S. in Chemical Engineering in 1973 from Natal University in South Africa, and his M.B.A. in 1977 from the Stanford Graduate School of Business.

[View full bio](#)

Alex Benik

Partner, [Battery Ventures](#)



Alex Benik

Partner

[Battery Ventures](#)

Alex joined Battery in 2001 and currently works out of the firm's Boston office. From 2001 through 2006, he was based in Menlo Park. Alex focuses on investments in infrastructure technologies for enterprises, data centers, and wired/wireless service providers. He is also one of the firm's focal points for relationships with technologists and end users at Fortune 1000 companies and large, web-scale operators. Alex is particularly interested in the challenges of building web-scale, data-center networks and distributed computing and storage systems.

During his tenure at Battery, Alex has been involved with investments including Anobit

STEX25 Startup Lightning Talks: Advanced Manufacturing

Jonah Myerberg

Cofounder & CTO, [Desktop Metal](#)



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Cofounder & CTO  
[Desktop Metal](#)

Jonah Myerberg is a Co-founder and Chief Technology Officer at Desktop Metal, a company committed to accelerating the transformation of manufacturing with end-to-end metal 3D printing solutions. As CTO, Myerberg is responsible for leading the vision and direction of Desktop Metal's 3D printing solutions. His duties include translating the technology behind the company's metal 3D printing systems into reliable parts for customers, and identifying opportunities to expand manufacturing capabilities through additive manufacturing.

Prior to joining Desktop Metal in 2015, Myerberg held senior positions with a variety of organizations focused on battery development and performance, including Renovo Motors and Boston Impact, which he founded, and A123Systems. At A123Systems, Myerberg established a new business unit focused on the development of high performance batteries. His team designed a new high performance cell for Formula One, as well as number of automotive partners. Additionally, he helped launch Gradiant Corp., where he managed the deployment and operation of large scale water desalination plants that converted fracking water into fresh water. Myerberg also held engineering and product development roles at both Bose and Black & Decker.

Myerberg earned his B.S. in Mechanical Engineering from Lehigh University and his M.S. in Mechanical Engineering and Manufacturing from Johns Hopkins University.

Nan-Wei Gong

Cofounder & CEO, [Figur8](#)



Nan-Wei Gong  
Cofounder & CEO  
[Figur8](#)

Nan-Wei Gong, Cofounder and CEO, figur8, offers the only wearable platform to quantify the micro-expressions of your body movement. figur8's modular, flexible sensors can be applied to one or more locations on the body, set up in seconds, and wirelessly transmit the muscle activity and 3D body movement data to your mobile devices. Their activity-driven software couples the quality of body movements with meaningful performance strategy feedback to help you unlock your performance potential.

Luke Winston

Global Head of Sales and Services, [Formlabs](#)



Luke Winston  
Global Head of Sales and Services  
[Formlabs](#)

Luke Winston, Global Head of Sales and Services, Formlabs, designs and manufactures powerful and accessible 3D printing systems and is establishing the industry benchmark for professional 3D printing for engineers, designers, and manufacturers around the globe.

Formlabs' products include the Form 2 SLA 3D printer, Fuse 1 SLS 3D printer, Form Cell manufacturing solution, and Pinshape marketplace of 3D designs. Formlabs also develops its own suite of high-performance materials for 3D printing, as well as best-in-class 3D printing software.



12:40pm

MIT Regional Entrepreneurship Acceleration Program (REAP)  
Travis Hunter

Program Manager  
MIT Sloan Global Programs  
MIT Regional Entrepreneurship Acceleration Program



Travis Hunter

Program Manager  
MIT Sloan Global Programs  
MIT Regional Entrepreneurship Acceleration Program

Travis joined MIT in 2016 to support the MIT Regional Entrepreneurship Acceleration Program (MIT REAP), a program of MIT Sloan Global Programs. Each year, MIT REAP accepts up to 8 regional teams to a two-year engagement to develop strategies to support innovation-driven entrepreneurship (IDE) in the regions. MIT REAP teams consist of representatives from government, risk capital, corporates, academia, and entrepreneurs who play a key role in the region's innovation ecosystem. Travis was previously the Director of the Quincy Center for Innovation (QCI) where he expanded the program to support over 50 startups spanning 16 industries. During his time at the QCI, he oversaw partnerships with private and public organizations, expanded programming, and brought together funding opportunities for incubated startup companies. Travis also has a strong personal interest in real estate development and sustainability.

12:45pm

Lunch with Startup Exhibition

2:00pm

Keynote: Accelerating the Commercialization of Invention at MIT  
Karen Gleason

Associate Provost  
Alexander and I Michael Kasser Professor of Chemical Engineering  
MIT Office of the Provost

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Associate Provost  
Alexander and I Michael Kasser Professor of Chemical Engineering  
MIT Office of the Provost

Dr. Karen K. Gleason is Associate Provost and the Alexander and I. Michael Kasser Professor of Chemical Engineering at the Massachusetts Institute of Technology. She has been a member of the MIT faculty since 1987 and has served as Executive Officer of the Chemical Engineering Department, Associate Director for the Institute of Soldier Nanotechnologies; and as Associate Dean of Engineering for Research.

Professor Gleason's research focuses on the near room-temperature synthesis of ultrathin, conformal organic films by chemical vapor deposition (CVD). Gleason has authored more than 250 publications and holds 18 issued US patents for CVD polymers and their applications in optoelectronic, sensing, microfluidic, energy storage, and biomedical devices, and for the surface modification of membranes.

Gleason is a member of the National Academy of Engineering, a fellow of the American Institute of Chemical Engineering (AIChE) and held the Donders Visiting Professorship Chair at Utrecht University, Netherlands. Her awards include the ID TechEx Printed Electronics Europe Best Technical Development Materials Award, the AIChE Process Development Research Award, and Young Investigator Awards from both the National Science Foundation and the Office of Naval Research. She has delivered the Van Ness Award Lecture at the Rensselaer Polytechnic University and the Tis Lahiri Lecture at Vanderbilt University.

In 2001, Prof Gleason co-founded GVD Corporation, which has successfully scaled-up and commercialized technology invented in her MIT lab. GVD is headquartered in Cambridge, MA and has manufacturing facilities in Greenville, SC. In 2014, she co-founded Drop-Wise for improving the efficiency of steam power cycles.

Gleason received her PhD from the University of California at Berkeley. Her BS and MS degrees are from the Massachusetts Institute of Technology, where she also won All-American honors in swimming.

2:20pm

STEX25 Startup Lightning Talks: AI

Gabi Zijderveld

Chief Marketing Officer, [Affectiva](#)



Gabi Zijderveld  
Chief Marketing Officer

[Affectiva](#)

At Affectiva, Gabi is responsible for all marketing, leading the strategic direction of its products and solutions, driving expansion into new markets, and growing industry adoption of Emotion AI. In the past twenty years Gabi has held a variety of marketing, product management, channel and international positions at ON Technology, Dragon Systems, Be Free, Centra and Segue Software. Prior to joining Affectiva, Gabi was at IBM where she first led a product management team and then worldwide marketing for Linux and Open Virtualization. Gabi has a graduate degree in Art History and Archeology from Utrecht University in The Netherlands.

Alec Nielsen

Founder & CEO, [Asimov](#)



Alec Nielsen  
Founder & CEO

[Asimov](#)

Alec Nielsen is founder and CEO of Asimov, a startup which programs living cells to create previously impossible biotechnologies. Asimov's genetic engineering platform combines computer-aided design, artificial intelligence, and synthetic biology.

Ali Azarbayejani

CTO, [Cogito](#)



Ali Azarbayejani  
CTO

[Cogito](#)

Ali Azarbayejani is CTO at Cogito. He has 18 years of commercial experience as a scientist, entrepreneur, and designer of world-class computational technologies. Azarbayejani's pioneering doctoral research at the MIT Media Lab in probabilistic modeling for 3-D vision was the basis for his first startup company, Alchemy 3D Technology, which created the market in the film and video post-production industry for camera match-moving software. He also has consulted in software development and business strategy and has been on the research staff at Mitsubishi Electric Research Labs.

Matthew Osman

Cofounder and CEO, [Legit](#)



2:45pm

Panel Discussion: Academic-Corporate Partnerships

Scott Kirsner

Editor & Cofounder, [Innovation Leader](#)



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Editor & Cofounder

[Innovation Leader](#)

Scott Kirsner is a journalist who writes about innovation and entrepreneurship. His "Innovation Economy" column appears Sundays in the *Boston Globe*, and he is also editor of the site Innovation Leader ([www.innovationleader.com](http://www.innovationleader.com)), which focuses on R&D, product development, corporate venturing, and new initiatives within large companies. Scott has been a regular contributor to *Fast Company*, *BusinessWeek*, *Variety*, and *Wired*. His books include *Fans, Friends & Followers: Building an Audience and a Creative Career in the Digital Age*, a technological history of Hollywood. He can be reached at [scott@innovationleader.com](mailto:scott@innovationleader.com) and his Twitter handle is @ScottKirsner.

Alex Amouyel

Executive Director

Executive Director, Solve



Alex Amouyel

Executive Director

Executive Director, Solve

Alex Amouyel is the Executive Director of Solve, an initiative of the Massachusetts Institute of Technology. Solve is a community of cross-sector leaders devoted to identifying and supporting solutions to actionable challenges through open innovation. Previously, Alex was the Director of Program for the Clinton Global Initiative, where she curated the content for the Annual Meeting. She also worked for Save the Children International in London and across Asia, the Middle East and Haiti, and at the Boston Consulting Group. Alex holds a double Masters from Sciences Po, Paris, and the London School of Economics, and a Bachelors from Trinity College, Cambridge, UK.

[View full bio](#)

Daniel Curran

Senior Vice President, Head of the Center for External Innovation, [Takeda Pharmaceutical Company, Inc.](#)



Daniel Curran

Senior Vice President, Head of the Center for External Innovation

[Takeda Pharmaceutical Company, Inc.](#)

Daniel Curran leads the Center for External Innovation (CEI) for Takeda, whose mission is to source, transact, and support innovative external ideas to create new therapeutic options to treat disease in Takeda's therapeutic areas of interest. The responsibilities of CEI include overseeing all research and development, business development activities, strategic venture investments, academic alliances, externalization/spin-outs, and supporting merger and acquisition efforts. CEI has concluded more than 120 transactions since it was established in 2015 and put \$1.5 B in capital to work in external relationships and investments. Prior to establishing the Center for External Innovation, Dr. Curran led the corporate development group at Millennium: The Takeda Oncology Company and was a member of the executive

3:15pm

Closing Keynote  
Tom Leighton  
CEO, [Akamai](#)  
Tom Leighton  
CEO  
[Akamai](#)

Dr. Tom Leighton co-founded Akamai Technologies in 1998 and served as Akamai's Chief Scientist until he became CEO in 2013. Under Leighton's leadership, Akamai has evolved from its origins as a Content Delivery Network (CDN) into one of the most essential and trusted cloud delivery and cybersecurity platforms, upon which many of the world's best brands and enterprises build and secure their digital experiences. During his initial four years as CEO, Akamai's revenue and profit grew by 70%, and annual revenue from Akamai's security business grew 15-fold to more than \$400 million per year.

As one of the world's preeminent authorities on algorithms for network applications and cybersecurity, Leighton discovered a solution to freeing up web congestion using applied mathematics and distributed computing. Akamai used this technology to create the world's largest distributed computing platform, which today delivers and secures tens of millions of requests per second to billions of users around the world.

Leighton holds more than 50 patents involving content delivery, Internet protocols, algorithms for networks, cryptography and digital rights management. He was inducted into the National Inventors Hall of Fame in 2017 for his inventions in content delivery.

Leighton has served on numerous government, industry, and academic advisory panels. He is one of nine CEOs who make up the Technology CEO Council, the information technology industry's leading CEO advocacy organization, and he was one of 18 CEOs invited to the White House in 2017 for the launch of the American Technology Council to develop solutions to modernize and secure the U.S. government's IT systems. From 2003 to 2005, he served on the President's Information Technology Advisory Committee and chaired its Subcommittee on Cybersecurity.

Leighton has been personally committed to increasing the pipeline of students pursuing STEM careers for over thirty years, first as a mathematics professor at MIT and now through his leadership at Akamai. He is a strong supporter of the Akamai Foundation, which promotes mathematics education, and he oversaw the creation of the Akamai Technical Academy, an innovative program developed in-house and aimed at training diverse non-technical professionals for technical careers. He also supports numerous charitable organizations dedicated to improving STEM education and opportunities for K-12 students, including The Center for Excellence in Education, the Society for Science and the Public (sponsor of the Intel Science Search), The Mathematical Association of America (sponsor of the Math Olympiad), the Math Competition for Girls, and Girls Who Code.

Leighton graduated summa cum laude from Princeton University with a BSE in electrical engineering and computer science. He received his PhD in applied mathematics from MIT.

3:35pm

Adjournment and Networking Reception