

Knowledgebased Entrepreneurship - guidelines

COACHING in 42435 Knowledge based entrepreneurship
Technical University of Denmark
Spring 2013

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Contact and coordination of coaches

Knowledgebased Entrepreneurship - guidelines

Why? – work with a coach during the course

- Valuable sparring w/ someone who can interpret "theory to "practical"
- Be inspired by someone who has "been there and done it"
- Access to networks f. market and customer research

How? – often should you meet

- 2 – 3 times during the course
- Important milestones
 - After deciding upon the "idea" - to establish next steps
 - "half-way" to clarify interpretation and work method
 - When initiating working with "financials"

What? – can you expect

- A coach does **not** write the business plan for you
- You (the group) make the final conclusions and choices
- Your coach can facilitate and interpret and **inspire!!!**

Who? – are the coaches:

Dorte Wiene

COACH, DTU course 42435 since 2007 and KU since 2008

Founder and CEO of CONNECT Denmark – April 2000 to April 2007 *A private, non-profit organisation with the aim of assisting high-growth entrepreneurs with their strategy and access to funding.*

Regional Director Nordics – Europe Unlimited (intl. Venture capital)

Nordic Venture Forum – 10th year in Copenhagen – 50+ nordic companies present to International VC's and Industry

Aditus Networks – www.aditusbiz.com

Peer group f. CEO's/founders of growth companies.

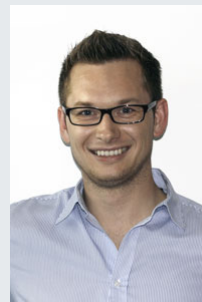


Board position – Interresearch A/S

Knowledgebased Entrepreneurship - coaches

Andrew Dahl

Andrew is a co-founder of Magma and has a M.S. in Computer Science from Berkeley in California. Before founding Magma, Andrew has had experience working as a business consultant at PricewaterhouseCoopers and as a developer at both Expedia and Amazon.



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Thor Angelo

Thor has a master from Copenhagen Business School in marketing and economics. In 2000 he co-founded LanguageWire and left it in summer 2012 after 12 years. LanguageWire has become the number 32 biggest translation company in the world and is on the path of soon entering top20. LanguageWire's huge success comes primary from a revolutionary IT platform that Thor was the mastermind behind. The platform made LanguageWire one of the most efficient translation companies in the world, and at the same time made it possible to differentiate in the market, close to a Blue Ocean situation.



The last 3 years LanguageWire has grown 30% each year with EBITDA of 15%. In 2011 it had a turnover of 146 mio DKK, 100 people employed and have offices in 7 countries. Thor is currently looking for his next adventure - being an entrepreneur - his next goal is to become a serial-entrepreneur.

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Morten Elk

Morten Elk completed his PhD in Mathematics and Physics in 1996 and started his first company in 1997. This has since led to several others, including 123hjemmeside.dk, which he established in 2003.

From 2003 to 2012, 123hjemmeside has localized its service to most of the Western European markets and is currently active in 14 markets. The company offers a subscription based service enabling consumers and small businesses to host, design and maintain their own websites, using an online editing tool. Currently, the company employs around 20 full-time employees and has been recognized as a Børsen Gazelle Company in 2010 and 2011.



Morten is active as an investor in the Danish portal jubii.dk and in the file sharing service Ge.tt.

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Jakob Hessellund

Jakob holds a Bachelor Degree in Business Law and Economics from the Aarhus University and a Diploma in specialized journalism from the Danish School of Media and Journalism.

Jakob was co-founder of Encode ApS in 2001 and was the CEO of the company 2005 – 2011 taking the company from the development and money-spending stage to the growth and profit-making stage.

Encode delivers collaborative systems to large international advertising agencies and marketing departments in Denmark, UK and the USA.

In 2003-5 Jakob was a board member at one of the first online music distribution services in Denmark, currently operating as DiGiDi.

Currently Jakob is delivering Public Relations services to small and mid sized tech companies via Hessellund Consult and is member of the board of directors of Encode ApS.



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Thomas Gerner Nørgaard

Technological innovation is the key to success for both Denmark as a whole and for the individual entrepreneur. Strongly motivated by this simple but compelling idea, Thomas launched his own company Radiocomp in 2007. The company has since become one of the global technological leaders in optical transmission and radio systems for mobile and wireless networks. Today Radiocomp is an important part of the international Taiwanese telecoms technology corporation, MTI.

In addition to being the entrepreneur behind Radiocomp, Thomas Nørgaard holds a masters degree in engineering, and has worked for more than 15 years in management and development of high technology – particularly radio equipment – for the telecoms industry. In 2001 he complemented his skills with a degree in strategic management and corporate organization. Thomas is today CEO of Radiocomp and manages more than 30 employees on a daily basis.



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CanvasDropr

What made Cathrine Andersen and co-founder, Christian Rasmussen, decide to start working on CanvasDropr?

Christian and I started working on CanvasDropr in the summer of 2011 – we were both done with university and doing consulting jobs. We were quite bored in our jobs and wanted to do something great. Christian had been working on a prototype for CanvasDropr for some months and asked me whether I was up for working with him on that project. I was psyched and we talked about everything for a couple of weeks, bought two tickets to go to Hong Kong and South Korea to start testing it around universities and schools. It's safe to say that our core target group has changed a bit since then but this served as a great kick-off for CanvasDropr and a good place to test the idea.



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Christian Visti Larsen

Christian holds a M.Sc. in business, economics and auditing and BA (hons) in business and management. Christian has experience from the banking sector since 2003 and has been speaker at several international conferences.

Christian started his first company in 2000, has been head of implementation and concepts in Danske Bank DK and was responsible for counselling regarding operational risk, financial compliance and anti-money laundering regulations in KPMG

Christian is co-owner and CRO at **BigeFinancials** operating payment and e-wallet solutions; BigeWallet.com in UK and NemPay.dk in DK.

Christian also operates as board member in 2 financial holdings companies managing around 150 mio. DDK investments.



Knowledgebased Entrepreneurship - coaches

Max Damgaard

Max works today as "growth and funding consultant" at the Væksthus Greater Copenhagen. Prior to this Max has been with CONNECT Denmark - with extensive experience from working with start-ups.

At Væksthuset Max is an advisor within Legal, professional Board, business development and funding.



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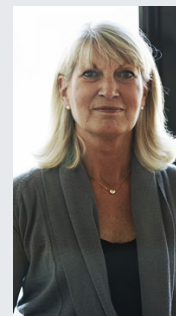
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CIEL – Copenhagen Innovation and Entrepreneurship Lab
Development of Innovation and Entrepreneurship courses f. the Food Institutes



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RELATIONSHIPS TO BUILD
SUCCESSFUL COMPANIES

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