



## DMV Node Cohort Schedule At-a-Glance

**Warwick Denver Hotel**

<b>Kick-off Workshop – Sunday, July 30, 2017</b>		
6:00 pm - 9:00 pm	Registration	Millennium Ballroom Foyer (15 <sup>th</sup> Floor)
7:00 pm - 9:00 pm	Welcome Reception	Millennium Ballroom (15 <sup>th</sup> Floor)
<b>Kick-off Workshop – Monday, July 31, 2017 – Class 1</b>		
6:30 am - 8:00 am	Breakfast Available	Randolph's Restaurant
8:00 am - 8:30 am	Kickoff/Course Overview/Introductions	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
8:30 am - 9:00 am	Part 1: Business Model/Customer Development lecture	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
9:00 am - 11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
11:30 am - 12:00 pm	Part 2: Business Model/Customer Development lecture	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
12:00 pm - 1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
1:30 pm - 2:00 pm	LaunchPad Central Training	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
2:00 pm - 7:00 pm	Get Out of the Building	
7:00 pm - 8:00 pm	How to Succeed in the Innovation Corps Panel and Dinner	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
8:00 pm - 8:30 pm	Mentor Workshop (Mentors only)	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
8:00 pm - 8:30 pm	PI Workshop (PI's only)	Millennium Ballroom (15 <sup>th</sup> Floor)
8:30 pm - finish	Mandatory Office Hours	



<b>Kick-off Workshop – Tuesday, August 1, 2017 – Class 2</b>		
6:30 am - 8:00 am	Breakfast Available	Randolph's Restaurant
8:00 am - 8:10 am	Workshop Day 2 Introduction	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
8:10 am - 11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)  Millennium Ballroom (15 <sup>th</sup> Floor)
11:00 am - 12:00 pm	Value Proposition Lecture	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
12:00 pm - 12:30 pm	Lunch	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
12:30 pm - 7:30 pm	Get Out of the Building	
7:30 pm - 8:00 pm	EL Workshop (EL's only)	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
8:00 pm - finish	Mandatory Office Hours	
<b>Kick-off Workshop – Wednesday, August 2, 2017 – Class 3</b>		
6:30 am - 8:30 am	Breakfast Available	Randolph's Restaurant
8:30 am - 8:40 am	Workshop Day 3 Introduction	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
8:40 am - 11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)  Millennium Ballroom (15 <sup>th</sup> Floor)  Executive Lounge (15 <sup>th</sup> Floor)
11:00 am - 12:00 pm	Lecture: Customers/Users/Payers	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
12:00 pm - 12:30 pm	Lunch	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
12:30 pm - 1:30 pm	Webex Training and Adjourn	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)



All times are in **EASTERN** for **On-Line Courses**

WEBEX #1 – Thursday, August 10, 2017 – Class 4		
Reading	Distribution Channels	
12:30 pm - 1:00 pm	<p><b>Test WebEx</b></p> <p>The online classrooms will be open for half an hour prior to when the Team Presentation time begins. Log on during this time to test video, sound and troubleshoot technical issues, <i>even if you are not scheduled to present until 2:30, log on during this time to test your system. Please sign in to WebEx using the following naming convention: TeamNumber_Your Name_Role</i>  <b>e.g., 201_John Smith_EL</b></p>	Room 1, Room 2 & Room 3
1:00 pm - 2:30 pm	<p><b>Block A</b></p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3
2:30 pm - 4:00 pm	<p><b>Block B</b></p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3



**WEBEX #2 – Thursday, August 17, 2017 – Class 5**

Reading	<b>Customer Relationships</b>	
12:30 pm - 1:00 pm	<p><b>Test WebEx</b></p> <p>The online classrooms will be open for half an hour prior to when the Team Presentation time begins. Log on during this time to test video, sound and troubleshoot technical issues, <i>even if you are not scheduled to present until 2:30, log on during this time to test your system. Please sign in to WebEx using the following naming convention: TeamNumber_Your Name_Role</i>  <b>e.g., 201_John Smith_EL</b></p>	Room 1, Room 2 & Room 3
1:00 pm - 2:30 pm	<p><b>Block A</b></p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3
2:30 pm - 4:00 pm	<p><b>Block B</b></p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3



**WEBEX #3 - Thursday, August 24, 2017 – Class 6**

Reading	<i>Revenue Model</i>	
12:30 pm - 1:00 pm	<p><b>Test WebEx</b></p> <p>The online classrooms will be open for half an hour prior to when the Team Presentation time begins. Log on during this time to test video, sound and troubleshoot technical issues, <i>even if you are not scheduled to present until 2:30, log on during this time to test your system. Please sign in to WebEx using the following naming convention: TeamNumber_Your Name_Role</i> e.g., 201_John Smith_EL</p>	Room 1, Room 2 & Room 3
1:00 pm - 2:30 pm	<p><b>Block A</b></p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3
2:30 pm - 4:00 pm	<p><b>Block B</b></p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3
4:00 pm - 4:30 pm	<b>Mentor Check-In</b>	



**WEBEX #4 - Thursday, August 31, 2017 – Class 7**

Reading	<i>Partners</i>	
12:30 pm - 1:00 pm	<p><b>Test WebEx</b></p> <p>The online classrooms will be open for half an hour prior to when the Team Presentation time begins. Log on during this time to test video, sound and troubleshoot technical issues, <i>even if you are not scheduled to present until 2:30, log on during this time to test your system. Please sign in to WebEx using the following naming convention: TeamNumber_Your Name_Role</i> e.g., 201_John Smith_EL</p>	Room 1, Room 2 & Room 3
1:00 pm - 2:30 pm	<p><b>Block A</b></p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3
2:30 pm - 4:00 pm	<p><b>Block B</b></p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3



**WEBEX #5 - Thursday, September 7, 2017 – Class 8**

Reading	Key Resources	
12:30 pm - 1:00 pm	<p><b>Test WebEx</b></p> <p>The online classrooms will be open for half an hour prior to when the Team Presentation time begins. Log on during this time to test video, sound and troubleshoot technical issues, <i>even if you are not scheduled to present until 2:30, log on during this time to test your system.</i> <b>Please sign in to WebEx using the following naming convention: TeamNumber_Your Name_Role</b>  <b>e.g., 201_John Smith_EL</b></p>	Room 1, Room 2 & Room 3
1:00 pm - 2:30 pm	<p><b>Block A</b></p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3
2:30 pm - 4:00 pm	<p><b>Block B</b></p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3



## Schedule At-a-Glance

### Warwick Denver Hotel

Closing Workshop - Thursday, September 14, 2017 – Class 9		
12:00 pm - 1:00 pm	Welcome Back Lunch & Effectively Communicating Your Lessons Learned	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
1:00 pm - 4:30 pm	<p><b>Individual Team Meeting with Faculty</b> Faculty will meet with teams individually. Each team will discuss with the faculty their assessment of their key learnings, “go/no-go status” and next steps.</p> <p><b>Workshop: Developing Effective Presentations</b> When not in their individual team presentation, teams will work on their presentations, and seek feedback from faculty co-instructors [and a storytelling expert if available]. These meetings will be informal and intended to provide helpful coaching.</p>	<p>Evans (2<sup>nd</sup> Floor)</p> <p>Tabor 1 (2<sup>nd</sup> Floor)</p> <p>Tabor 2 (2<sup>nd</sup> Floor)</p>
4:30 pm - 5:15 pm	SBIR 101	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
5:15 pm - 6:00 pm	What's Next? Lecture	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
Closing Workshop - Friday, September 15, 2017 – Class 10		
6:30 am - 8:00 am	Breakfast Available	Randolph's Restaurant
8:00 am - 8:15 am	VentureWell Presentation	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
8:15 am - 12:00 pm	Team Presentations: (15 minutes total, 2 minute Lessons Learned video, 10 minute Lessons Learned presentation and 3 minutes of teaching team comments).	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
12:00 pm - 12:30 pm	Lunch	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
12:30 pm - 3:00 pm	Team Presentations: Continued	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)
3:00 pm - 3:30 pm	Closing Session	Capitol 1/2/3/4 (2 <sup>nd</sup> Floor)