

Topic: *"The Business of New Business"*

Speaker: Mr. Jack Derby, *Senior Management Coaching, Derby Management*

Abstract

This talk will provide an overview of both the exciting opportunities for rapid growth and the complex difficulties of starting new technology businesses.

During this 45 minute talk followed by questions, Jack Derby will provide a case history of a young technology manufacturing materials company that grew out of world-renowned MIT's Technology Licensing Office.

Although the company, which was founded in 1990 has today become a success, certainly the path transitioning from the original business plan of 1990 to the existing business of 2005 has been arduous and twisted. At the same time, as this discussion will point out, the fundamentals of underlying core technologies, management passion and commitment, coupled with venture capital continue to be the underlying foundation of creating success in new ventures.