

ACCELERATING AMBITION

Northeastern University's entrepreneurial ecosystem is pulsing with invention and discovery, and in this nexus of inspiration anyone can be a bold innovator—and everyone is a lifelong learner and teacher. By pairing our ambitious students, staff, faculty, and alumni with experienced entrepreneurs and industry experts, the McCarthy(s) Venture Mentoring Network (VMN) is empowering creators to transform their ideas into enterprises that keep pace with global needs.

To ensure that these rich collaborations continue to flourish, Northeastern invites investments from visionary philanthropic partners seeking a unique opportunity to make an impact on budding ventures—not just today, but well into the future.

THE PERFECT MATCH

The VMN is a Northeastern-wide network that teams up the university's promising entrepreneurs with practiced mentors. This pool comprises nearly 200 active volunteer advisors who hail from varied industries, and who work with startups to address specific business challenges and mentoring needs. VMN mentors wield valuable expertise and are willing to share their insights on topics from research and development to scaling a business to reviewing pitch decks—in addition to having the readiness to impart their achievements, failures, and other experiences.



WALKING ON AIR


Vidhan Bhaiya, E'21, founded Dr. Brinsley, a footwear company that caters to people with diabetes who do not want to sacrifice style for function. Shoes for diabetics are frequently ineffective, unsophisticated, and expensive, so Bhaiya was inspired to design footwear that is functional,

attractive, and affordable. "The VMN has been a great source of support throughout this journey of creating Dr. Brinsley," he says. "I can lean on my mentors and their experience for guidance during tough situations."

 **5 YEARS**
supporting
early-stage
startups

 **25+**
member university-wide
steering committee

6 mentoring stages ranging from
research and design to launch

 **150+** ventures and concepts
considering commercialization

400+ 
volunteer mentors since 2014

Rising Northeastern entrepreneurs are matched with the Venture Mentoring Network's mentors through informal discussions focused on a venture's achievements, objectives, and timely, identifiable business challenges. Together, they determine a startup's next steps, and the mentor's recommendations are then presented to the VMN's management team. Through referrals and introductions within the VMN network and beyond, dynamic connections are facilitated with new collaborators who provide professional resources to help build the venture's business systems and infrastructure, and fast track its successful commercialization.

EXPANDING THE VMN'S REACH

To build upon the McCarthy(s) Venture Mentoring Network's proven success, Northeastern welcomes partnerships with farsighted philanthropists who are inspired to sustain and strengthen entrepreneurship within our community. With this backing, the VMN will not only continue our current activities, but also lay the groundwork to expand offerings and achieve future objectives that will benefit both ventures and mentors. Opportunities for support include:

Education—The VMN seeks to grow its community resources by hosting programs such as venture mentoring seminars or a seminar series; webinars and interactive events; and workshops. For example, in an intensive workshop focused on finance, startups might hear from mentors who specialize in investing, and nascent entrepreneurs would learn critical techniques and skills to guide them in successfully scaling their businesses.

Engagement—By holding quarterly and annual meetings, as well as mentor appreciation gatherings, the VMN would convene all ventures and mentors on a regular basis, and further promote fortuitous collaborations and networking outside of formal, structured mentoring partnerships. Through venture pitch events, entrepreneurs would have the chance to garner attention for their startups, secure feedback and advice, and potentially attract funding.

Expansion—The VMN aspires to expand within and beyond Boston and increase accessibility to its myriad resources. To achieve this objective, the network aims to first grow nationally by way of Northeastern's regional campuses in Charlotte, North Carolina; Seattle; Silicon Valley; and the university's newest outpost, the Roux Institute in Portland, Maine. First, the VMN would formalize best practices in teaching its methods to these campuses, including strategies for remote mentoring, then implement to pilot sites before deploying on a larger scale—possibly even globally.

INSPIRING THE NEXT GENERATION

Northeastern's entrepreneurs are relentlessly innovative, always imagining a world of possibilities and finding novel ways to grow an idea into a reality. They rely on interactive, vibrant connections to build their knowledge base, scale their ventures, and propel their careers to new heights. And through the McCarthy(s) Venture Mentoring Network, they are cultivating organic collaborations with mentors who help guide them to success. With the inspired support of generous members of the Northeastern community, our entrepreneurs and their mentors will continue to drive innovation in the years ahead.



HELPING BABIES THRIVE

With Rahoo Baby, cofounders **Thomas Quinn, S'13 (left)**, a resident physician of internal medicine, and **Erica Costa** and **Matthew Breen**, both occupational therapists, are using their clinical expertise to design innovative products to help babies thrive. "Our mentors have assisted us in not only providing great direction, but also helping us to avoid potential issues that we may not have foreseen with our limited business background," says Costa. "Small pieces of advice have turned into big gains for us."



ADVANCING PROMISING ENTREPRENEURS

In 2014, **Daniel McCarthy**, University Distinguished Professor Emeritus and McKim-D'Amore Distinguished Professor of Global Management and Innovation, and venture capitalist **Jeff McCarthy, DMSB'77**, founded the VMN with a \$1 million investment. Today, the McCarthys are active members of the VMN's steering committee, which is comprised of partners from across Northeastern who are collaborating to implement the network's mission.