

UNIVERSITY OF MARYLAND'S ROBERT H. SMITH SCHOOL OF BUSINESS

DINGMAN CENTER FOR ENTREPRENEURSHIP

A CONNECTED COMMUNITY OF REMARKABLE ENTREPRENEURS



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DINGMAN CENTER FOR **ENTREPRENEURSHIP**

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BUSM758A – Angel Investing

DCA 2016-2017 Year in Review

 **\$1.2M**
Invested

 **11**
Investors

NEW INVESTMENTS



FOLLOW-ON INVESTMENTS



Dingman Center Angels Portfolio Snapshot

Enterprise Software



Consumer Internet



Security



Healthcare/Biotech



Hardware



Consumer Products



Gaming



Mobile



Education Technology



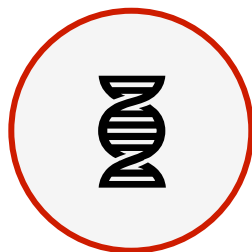
Dingman Center Angels Investment Criteria

DCA Investment Approach



Capital Needs

- Companies seeking capital in one of the following ranges:
 - \$100K to \$1M in Series A Preferred Stock or Convertible note
 - \$1M+ with lead investor and term sheer
- Pre-money valuation expectations are generally less than \$5M



Company Characteristics

- Innovative, technology driven companies
- Located in the Mid-Atlantic region
- Fully developed product or service offering
- Current sales pipeline & revenue stream
- Potential for rapid business growth and demonstrated scalability potential



Market Potential

- Sufficient untapped market potential
- A developed and tested sales/marketing strategy with defensible market differentiation
- High-growth market (20% CAGR minimum) or a large market (\$500mm+) with a demonstrated strategy to obtain market share

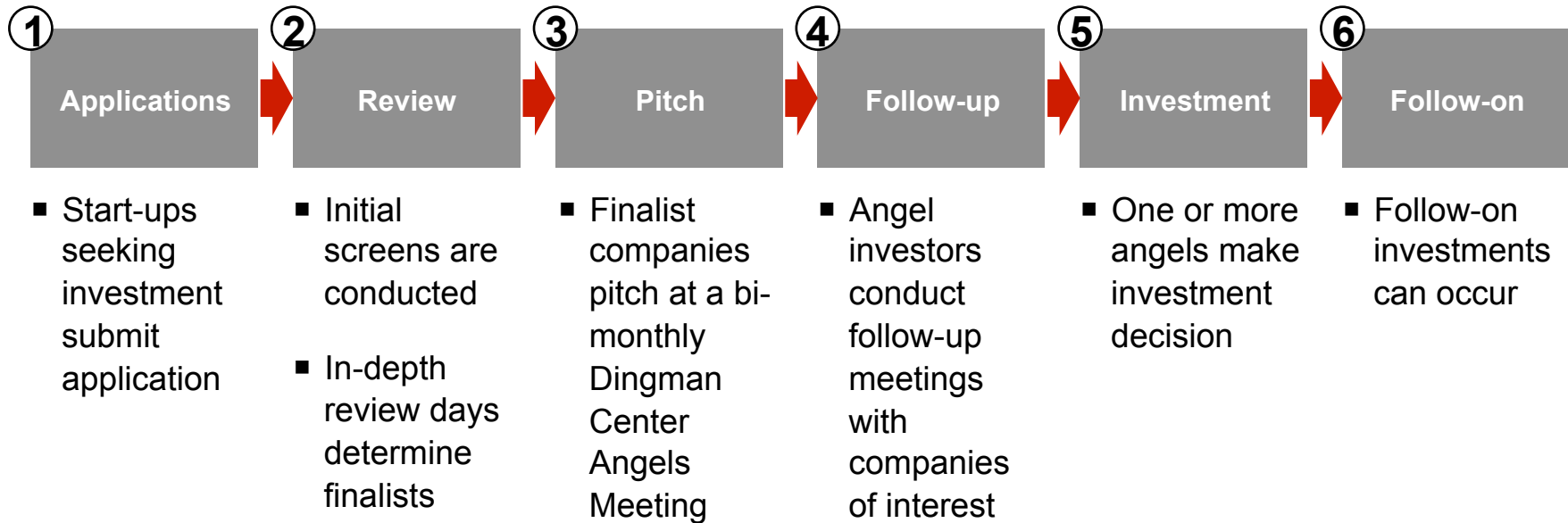
Dingman Center Angels Investment Process



Pre-screen Process



Pitch Process



Investment Process Timeline





- Mission: Equip next generation of UMD venture professionals
- 2 semester, 4 credit experiential course
- Class will support Dingman Center Angels & USM Venture Fund
- Role: recruit, screen, diligence presenting companies / network in startup community

Course Goals

- Understand the mindset of an angel investor vs. VC
- Differentiate between convertible debt and equity and understand the benefits/drawbacks of each investment vehicle
- Evaluate seed stage deals based on key investment criteria and deal terms
- Provide investment recommendations to screening committee
- Describe DMV startup ecosystem
- Identify regional companies ready for seed stage investment
- Network with Dingman Center Angels investors and portfolio companies
- Assist angel investors with due diligence
- Understand key deal terms and due diligence process

Deliverables

- Company screenings / investment memorandum
- Attendance at review days and investor meeting
- Due diligence
- Entrepreneur coaching
- Local networking events

Next steps

- Attend Dingman Center Angel review day
Friday, January 27th or February 24th
- Apply
- Email questions to efine@rhsmith.umd.edu

Online at <http://go.umd.edu/dcangels>