2017

PROGRAM GUIDE

IN PARTNERSHIP WITH

ELEVACAO
TechCrunch is very proud to partner with ELEVACAO to produce TechCrunch's first ever Battlefield Australia and to livestream the event to a global audience.

The startup ecosystem in Australia and New Zealand is robust and producing wonderful new companies at a pace with few rivals in the world. We hope that Battlefield Australia helps shed light on some of those great emerging companies for investors around the world to see.

Our editorial team is eager to learn more about Australia and we look forward to receiving the winner of Battlefield at the TechCrunch Disrupt SF event in September 2018.

Sincerely,
Ned Desmond
Founded in New York, ELEVACAO Foundation is a global not for profit empowering women entrepreneurs to build and launch successful tech businesses. Since 2015, we’ve helped 65+ women get pitch ready for investment funding across New York, Sydney and Melbourne.

This year ELEVACAO partnered with TechCrunch to bring TechCrunch Battlefield to Australia for a 1 day event, November 16, 2017 @ the Australia Technology Park in Sydney.

ELEVACAO.ORG
Founders for Founders is for founders by founders, dedicated to supporting tech entrepreneurs across Australia through collaboration, connection and community. With founders and mentors across Australia and Silicon Valley, and programs that put the founding spirit at the core of all activities; events, education and exchange missions. Founders for Founders is focused on bringing the global focus to Australia.
AGENDA

November 15 | 4:00pm - 6:00pm
Women in Tech Function
@ Ovolo Woolloomooloo

9:00 am - 9:05 am
Opening Remarks: Matthew Panzarino
(TechCrunch)

9:05 am - 9:25 am
Fireside Chat with Spencer Rascoff (Zillow)
Zillow’s CEO delves into real estate marketplaces and the leadership equation to scale growth

9:25 am - 9:30 am
How the Startup Battlefield Works with Mike Butcher (TechCrunch)

9:30 am - 10:30 am
Startup Battlefield Session 1
Judges: Dean Foley (Barayamal), Avichal Garg (Y Combinator), Dean McEvoy (TechSydney), Catriona Wallace (Flamingo) and Samantha Wong (Blackbird Ventures)

10:30 am - 10:50 am
Fireside Chat with Aaron Patzer (Vital Software)
Serial founder (Mint, Fountain) and machine learning expert discusses AI’s role in product development and his experience on both sides of the acquisition experience

10:50 am - 11:05 am
BREAK

11:05 am - 11:30 am
Strength in Diversity: How and why to make inclusion a foundation in every startup
In conversation with Dean Foley (Barayamal), Greg Moshal (Prospa) and Catriona Wallace (Flamingo)

11:30 am - 12:30 pm
Startup Battlefield Session 2
Judges: Anton Borzov (WhatsApp), James Cameron (AirTree Ventures), David Gowdey (Jungle Ventures), Kavita Gupta (ConsenSys Ventures) and Melissa Widner (NAB Ventures)

12:30 pm - 12:50 pm
Fireside Chat with Mike Cannon-Brookes (Atlassian)
The Atlassian co-founder on Atlassian’s growth story: what went right and what went wrong

12:50 pm - 1:35 pm
LUNCH

11:05 pm - 11:50 pm
BREAKOUT SESSION: The Future of Voice
Julian Boot (EQUiEM), Dave Budge (Isobar), Martin Davies (Alkhemy), John (JP) Paitaridis (Optus Business) and Andy Powers (Clique) - moderated by Stuart Richardson (YBF)
1:35 pm - 2:35 pm
Startup Battlefield Session 3
Judges: Petra Andrén (Cicada Innovations), Chris Boshuizen (Data Collective), Dean Dorrell (Carthona Capital), Ian Gardiner (Amazon Web Services), Duncan Turner (SOSV) and Eloise Watson (Rampersand)

2:35 pm - 3:00 pm
ANZ Startup Ambitions: Past, Present and Future
In conversation with Bill Bartee (Main Sequence Ventures) and Daniel Petre (AirTree Ventures)

3:00 pm - 3:25 pm
Blockchain, ICOs and The Future of Everything?
In conversation with Simon Cant (Reinventure), Dr. Jemma Green (Power Ledger) and Kavita Gupta (ConsenSys Ventures)

3:25 pm - 4:10 pm
BREAKOUT SESSION: Going Deep on Blockchains and ICOs
Simon Cant (Reinventure), Avichal Garg (Y Combinator and Bitwise Hold 10 Crypto Index Fund), Dr. Jemma Green (Power Ledger) and Kavita Gupta (ConsenSys Ventures)

3:25 - 3:40 pm
BREAK

3:40 pm - 4:40 pm
Startup Battlefield Finals
Judges: Wesley Chan (Felicis Ventures), Matthew Panzarino (TechCrunch), Aaron Patzer (Vital Software), Melanie Perkins (Canva) and Elaine Stead (Blue Sky)

4:10 pm - 4:50 pm
BREAKOUT SESSION: Cross-border funding and growth in Asia -- Sponsored by Telstra Ventures
Marcus Bartram (Telstra Ventures), David Gowdey (Jungle Ventures) and Duncan Turner (SOSV) - moderated by Brendan Yell (SendGrid)

4:40 pm - 5:05 pm
The Funding Scene in Silicon Valley
In conversation with Chris Boshuizen (Data Collective), Wesley Chan (Felicis Ventures), and Michael Sharkey (Autopilot)

5:05 pm - 5:30 pm
The Asia Opportunity: Finding cross-border growth and investment
In conversation with David Gowdey (Jungle Ventures) and Duncan Turner (SOSV)

5:30 pm - 5:55 pm
Building and Scaling Mobile Products: Learn from two top practitioners
In conversation with Anton Borzov (WhatsApp) and Avichal Garg (Y Combinator, former Facebook product director)

7:00pm - Close
After Party
@ Flamingo Lounge, Potts Point
**platinum sponsors**

**prismatik**

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Prismatik is an expert technology consultancy that specialises in high-performance managed technology teams and cutting-edge technology development. Our unique approach is designed to enable our corporate and growth-stage startup clients to succeed in their technology and business goals, both while they work with us and in the long-term. Prismatik strongly believes in a more inclusive and diverse technology industry and we support a number of leading diversity organisations and initiatives, including Elevacao, Tech Ready Women, Triangles and Karolina Szczur.

**myob**

myob.com

MYOB is proud to be a leading provider of business management solutions in Australia and New Zealand, we believe you deserve the freedom that comes with choice. No two businesses are the same so we offer more than 50 products and services. From desktop software to cloud-based solutions, MYOB can fulfill your needs. With the right tools for your business, you’re free to focus on doing what you really love. MYOB helps makes business life easier. We build tools so business owners can be more productive.

As one of the original Australian startups MYOB believes in giving back to the community that helped us to grow and with TechCrunch being the biggest source of startup news globally, we are thrilled to be a major sponsor of the world’s premier startup pitch event coming to Australia for the first time.
Petra Andrén
CEO
Cicanda Innovations
Petra Andrén is CEO of Cicada Innovations (www.cicadainnovations.com), Australia’s only deep technology “super incubator” for Australia’s largest collection of 70+ advanced technology entrepreneurs across the medical, engineering, and IT web sciences.

Petra is an ambassador for global non-profit, InBIA, working with sustainable entrepreneur support programs in every industry and demographic around the globe. She lectures on entrepreneurship at the University of Sydney, the University of Technology, and the Australian National University.

She holds a MA (University of Uppsala, Sweden/exchange for thesis work University of Salzburg and University of Vienna, Austria) and an MBA from the Australian Graduate School of Management (UNSW, and USYD), and is a graduate of the Australian Institute of Company Directors (GAICD).

Bill Bartram
Partner
Telstra Ventures
Marcus is a founding Partner of Telstra Ventures. Telstra Ventures was setup with a mission to invest in market leading, high growth companies that are strategically aligned with Telstra. Since inception Telstra Ventures has invested $300M+ in capital, with 7 exits and 38 active portfolio companies across USA, Australia, and Asia. Marcus’s investment interests are broadly across the telecom and enterprise software sector with a focus on cyber-security. Marcus’s active portfolio companies include Crowdstrike, PhishMe, Auth0, VArmour, Zimperium, AttackIQ, IFScape, Cohere Technology, and Headspin.

Mike Cannon-Brookes
Co-founder and Co-CEO
Atlassian
Mike Cannon-Brookes is the co-founder and co-CEO of Atlassian, a collaboration software company that helps teams organise, discuss and complete shared work. More than 90,000 large and small organisations around the world use Atlassian’s tracking, collaboration, communication, service management and development products to work smarter and faster every day. Mike has received international recognition for his work, including Ernst & Young’s Australian Entrepreneur Of The Year in 2006 and Australian Business Person of the Year by the Australian Financial Review in 2017. He’s also been honoured by the World Economic Forum as a Young Global Leader in 2009 and was named on the 2017 Forbes Global Game Changers list for reshaping the business world.

Outside Atlassian, Mike is an active angel investor and a non-executive director of Tyro, a technology-focused Australian bank. He serves as an adjunct professor at the University of New South Wales’ School of Computer Science and Engineering, as well as chair of the Computer Science and Engineering Industry Advisory Board.

Melanie Joy Perkins
CEO, Co-founder
Canva
Melanie Joy Perkins co-founded Canva, Inc. in 2012 and serves as its Chief Executive Officer. Melanie Perkins serves as an Executive Director at Canva, Inc.
James Cameron
Partner
AirTree Ventures
James recently relocated from London to join AirTree Ventures as a Partner, focusing on growth stage venture investments in Australia and New Zealand, particularly in enterprise software/SaaS, security, infrastructure/core tech and fintech. James is currently managing AirTree’s investments in Prospa, 90Seconds and Paxata.

Prior to AirTree, James was the Vice President of Accel Partners, investing in early stage and growth stage companies. James held board member or board observer for Accel’s investments in Weaveworks, Simpliviti, Skipjaq, E8 Storage and Semmle.

James also co-founded a SaaS investment research software platform aimed at investment management funds in San Francisco in 2011.

James holds an MBA from Stanford, and a Bachelors of Computer Science & Law from University of New South Wales.

Simon Cant
Co-Founder and Managing Partner
Reinventure
Simon Cant is Co-Founder and Managing Partner of Reinventure. Founded in 2013, Reinventure is a corporate venture fund with $100m under management bringing together the best of independent venture capital and corporate venturing with Westpac as the primary investor. To date, the portfolio has 16 ventures which are focused on Fintech and adjacent areas.

Simon is also the founding President of FinTech Australia, the industry’s peak representative body, and a member of the Australian Treasurer’s FinTech Advisory Group.

Simon has built his career in venture and innovation including advising leadership and innovation teams at Westpac, NAB, Suncorp, Fairfax, News, APN and Tennis Australia as well as being a founding team member at Social Ventures Australia, Tinshed Angel Group, ninemsn and Austii, where he was involved in pioneering legal expert systems. Prior to joining Austii, Simon was a solicitor with Allens.

Dean Dorrell
Principal and Partner
Carthona Capital
Dean Dorrell has a B.A. (Hons.) in Economics and had a successful initial career as a bond trader, arbitrageur and proprietary trader. He was a coder from very early days and used those skills whilst trading to formulate some of the earliest proprietary models, quant trading systems and statistical arbitrage methods in the 1990’s that led to him becoming Head of Bond Trading at Paribas in London and later joining Greenwich Capital and Greenwich Natwest.

Dean made his first angel investment in 1998 and during the mid-2000’s transitioned into a VC/private equity/operating executive role with Redbus Group in London which had successful exits such as RDF to Lionsgate and Lovefilm (which was the merged entity that the Redbus founded Video Island became part of) to Amazon and was named winner of the Richard Branson sponsored Sunday Times Virgin Atlantic Fast Track 100.

Dean moved to Australia in 2010 and became the Managing Director and an Investment Committee Member of M.H. Carnegie & Co. in 2011, primarily leading the deal team in early stage venture investments and private equity deals (largely focused on distressed real assets such as marinas and pubs).

Dean co-founded Carthona Capital in 2014 which has become one of Australia’s leading early stage venture capital companies with over $200m of FUM.

Ian Gardiner
Head of Startup Ecosystem
Amazon Web Services
Ian is a technology entrepreneur working to grow the technology startup ecosystem in Australia and New Zealand as part of Amazon Web Services. He also co-founded and helps to run Innovation Bay, a networking and angel investment group for technology startups. Previously Ian was the CEO and founder of Viocorp, a software company supplying a video publishing platform for corporates and government. In 2009 Ian won the NSW Pearcey award for Technology Entrepreneur of the Year. Ian has an Engineering degree from the University of Oxford where he also won two rowing blues in the Oxford-Cambridge Boat Race. When he has time he is also a competitive cyclist, an avid computer gamer, husband and father of two boys (not in that order).
Dean Foley  
Founder  
Barayamal  
Dean served five years in the Royal Australian Air Force before founding Australia’s Indigenous business accelerator, Barayamal - now known as a world leader in Indigenous Entrepreneurship. Dean is an action-oriented entrepreneur, Microsoft RAP Advisory Board Member, winner of the Indigenous Digital Excellence (IDX) Entrepreneurship Award, and proud Kamilaroi Man who grew up within the Aboriginal community in Gunnedah, NSW.

Kavita Gupta  
Founding Managing Partner, ConsenSys Capital  
Kavita is a recipient of UN social finance innovator award in 2015 for being an integral part of the founding green bond team at The World Bank. At ConsenSys, Kavita heads the unique VC-hedge fund, investing in next-generation blockchain technologies revolutionizing our current systems. Previously she has been running over $250M fund aligned with UN SDGs infusing capital in technologies providing first time or low-cost access around the world. She has set up innovative investment funds across East Africa, Middle East, South Asia and recently in the US for past 16 years through World Bank, IFC, McKinsey and The Schmidt Family office. She founded and headed World Bank’s first innovation fund in 2010. She is on the board and advisor of various accelerators and foundations across the world like google accelerator social track, MIT Solve (Sr. Advisor), Vatican’s Right Now foundation for impact investments, Mandela foundation etc. She is an MIT and Media lab alum.

Wesley Chan  
Managing Director  
Felicis Ventures  
Wesley Chan is a Managing Director at Felicis Ventures. He has led investment rounds and holds board or observer seats in Canva, CultureAmp and Dialpad. Wesley was previously a General Partner at Google Ventures, where he led investment rounds and held board or observer seats in AngelList, Crittericism, iPerian (exited to Bristol Myers-Squibb), Cool Planet Energy Systems, and Switch Communications. Wesley also led investments in Optimizely, Vungle, DataPad (exited to Cloudera), Freshplum (exited to TellApart), Namo Media (exited to Twitter), and Parse (exited to Facebook).

As an early employee at Google, he founded and launched Google Analytics and Google Voice, which reach tens of millions of users worldwide. Wesley is a recipient of Google’s Founders Award-the company’s most prestigious recognition-for leading the development of Google’s early client efforts, which led to the development of Google Chrome. Wesley is an inventor with 16 US Patents, many from his work on building Google’s early advertising products.

Additionally, Wesley has held technical positions both at HP Labs and Microsoft. He holds both Master’s and Bachelor’s degrees in Computer Science and Electrical Engineering from MIT where he completed his graduate research at the Media Laboratory.

He was selected as a “Top 35 Under 35” innovator by Technology Review magazine in 2010. He has been featured in the New York Times, the Wall Street Journal, Fortune, and his story as an early product innovator at Google is covered by Steven Levy’s Google Book, “In The Plex.”

Dr Catriona Wallace  
CEO & Founder, Flamingo AI (ASX:CR8)  
AI & Bot Strategist, Customer Experience Futurist & Entrepreneur  
Dr Wallace is the Founder and CEO of high-profile Artificial Intelligence FinTech and ASX Listed company (Cre8tek:CR8) Flamingo, which provides a Cognitive Virtual Assistant called ROSIE that helps Financial Services companies improve online sales conversion rates. Flamingo is the second only woman led (CEO & Chair) business to list on the ASX. Based in NYC and Sydney, Dr Catriona Wallace is one of the world’s most cited experts on the Future of Customer Experience, Artificial Intelligence and Bot Strategy.

Catriona has a PhD in Organizational Behavior: Human Technology Interaction and is a well published author and Analyst and is recognized as one of Top 4 Most Respected People globally in the Customer Experience sector.

Catriona is a highly awarded business person having been inducted into the Australian Business Woman’s Hall of Fame, being recognized as one of Advance Australia’s Top 3 Innovators working abroad, winning Telstra Business Awards, is Alumni in the Springboard Enterprises Women Entrepreneur’s and EY Entrepreneur of the Year programs. Recently Catriona was awarded a Pearcey Foundation award for tech entrepreneurs and was recognized as Top 4 Most Respected People globally in the Customer Experience sector. Catriona is also a high profile philanthropist, human rights activist and mother of five.
Greg Moshal  
Founder and Joint CEO  
Prospa  
Greg is an entrepreneur who specialises in identifying and entering new markets. He made his first foray into business at the age of 16 and has since amassed 12 years of diverse experience, including ownership of a laundry chain, and serving as director of fashion fixit brand Hollywood Fashion Tape where he led expansion of the business throughout the Asia Pacific region.

Greg knew firsthand the difficulties faced by small business owners in accessing the funds they need to grow. In 2012 he founded Prospa with Beau Bertoli to change the way people experience finance. Prospa is now Australia’s #1 online small business lender, delivering over $450m to thousands of small businesses in Australia.

During Greg’s time as Joint CEO, the company has received numerous awards including Winner - 2015 Deloitte Tech Fast50, #1 Smart Company in Australia 2016, 3rd - 2015 Deloitte Asia Fast 500, and 31st on KPMGs list of established global innovators (and best Australian fintech). In May 2017 Moshal and Prospa co-founder Beau Bertoli were joint winners of the Fintech leader of the year award at Fintech Australia’s inaugural awards event, where Prospa also won best Fintech place to work. In July 2017 Prospa won Best Medium Business NSW in the Telstra Business Awards and were received AON Hewitt Best Employer Award for 2017.

Prospa has to date raised over $200 million in debt and equity funding with investors including Carlyle Group, one of the world’s largest private equity firms, Ironbridge Capital, Entrée Capital, Airtree Ventures, SquarePeg Capital, high profile private investor David Fite and a large local institutional investor. In February Prospa secured $25 million in funding led by AirTree Ventures, in what has been described as the biggest Fintech VC funding investment in Australia, and as a “coming of age” for Australian Fintech.

Samantha Wong  
Partner  
Blackbird Ventures  
Sam is a Partner at Blackbird Ventures, a technology venture capital fund with $230 million funds under management. She is also a Partner at Startmate, Australia’s pre-eminent early-stage technology accelerator. Prior to joining Blackbird, Sam co-founded a Startmate Company, CapacityHQ, a professional services marketplace. Sam started her career as a corporate lawyer at Minter Ellison before career-pivoting to lead Product teams at SurfStitch.com, a multi-national e-commerce startup.

Daniel Petre  
Co-Founder and Partner  
AirTree Ventures  
Daniel has been a leading player in Australia’s software industry for more than 30 years, both as a founder of three successful venture firms and as a senior executive in operational roles in Australia and the U.S.

Daniel’s roles have included Chairman of Netus, Founding Chairman of Ecorp (a venture capital fund), Director on the PBL Board and time with Microsoft Corporation, where he served as Vice President of the Workgroup Division, Director of Advanced Technology and Director of the Asia Pacific Region.

Daniel is on the Board of OneView Limited (Advisory Board), Sydney Theatre Company, Innovation Science Australia, UNSW Business School (Advisory Board) and the UNSW Centre for Social Impact Sydney Advisory Council. He is also an Adjunct Professor of the University of NSW and University of Sydney.

Daniel has a Doctorate in Business (Honoris Causa), a Bachelor of Science from the University of New South Wales and a Master of Business Administration from the University of Sydney. He also holds a Graduate Diploma in Counselling, and is a published author. He was made an Officer in the Order of Australia (AO), for distinguished service to Australia and is an author of four books.

Michael Sharkey  
CEO  
Autopilot  
Michael Sharkey co-founded Autopilot and is the CEO. Prior to founding Autopilot, Michael joined his brother Chris to grow start-up Stayz into a top Australian rental booking site (acquired by FairFax Digital in 2006 and again by HomeAway for $225M in 2013). He also co-founded Sharkey Media with his brother Chris, where he helped grow Australian startups, marketing programs, and websites.
Spencer Rascoff  
**CEO**  
Zillow Group

As chief executive officer of Zillow Group, Spencer oversees the company’s portfolio of real estate and home-related brands, including consumer brands Zillow, Trulia, StreetEasy, HotPads and Naked Apartments. Spencer helped start Zillow in 2005, and served various roles including chief operating officer, until his appointment to CEO in 2010. Since becoming CEO, Spencer has led Zillow through its 2011 IPO and 14 acquisitions. In 2015, Spencer co-wrote and published his first book, the New York Times’ Best Seller “Zillow Talk: Rewriting the Rules of Real Estate.” Spencer is also the host of “Office Hours,” a monthly podcast featuring candid conversations between prominent executives on leadership and management topics.

Fortune and Forbes both listed Spencer as one of America’s most powerful CEOs under 40 and he is a recipient of Ernst and Young’s National Entrepreneur of the Year Award. In 2017, Spencer was named Swanepoel’s most powerful person in real estate. Spencer was also awarded Glassdoor’s Highest Rated CEO recognition for 2016. Before joining Zillow, Spencer was vice president of lodging for Expedia. In 1999, at the age of 24, Spencer co-founded Hotwire.com, a leading Internet travel company, which a few years later he sold to InterActiveCorp (the parent company of Expedia). Before his consumer web career, Spencer was in investment banking and private equity. He worked in the mergers and acquisitions group at Goldman Sachs and as an associate at TPG Capital. Spencer graduated cum laude from Harvard University.

Spencer is on the board of directors of TripAdvisor. He is also a member of the Young Presidents’ Organization.

Elaine Stead  
**Managing Director**  
Venture Capital

Elaine is the Managing Director of Venture Capital and is responsible for the management of the Blue Sky venture capital fund and portfolio. Established in 2012, the venture capital division has expanded to bear its second fund, VC2014, and over $100 million in assets under management across a broad range of industry sectors.

Elaine has worked for a number of years as a venture capitalist and management consultant to the venture and industry across Australia and the United States. Elaine has also worked in strategic management consulting, with both NASDAQ and ASX listed and private companies based in Australia and the US. Originally trained as a stem cell biologist, Elaine has since spent the last decade within the innovation and investment spectrum, initially in technology commercialisation assisting public institutions and founders translate and commercialise their technology across a broad range of industry sectors including agriculture, healthcare and IT.

Elaine has a strong academic foundation holding a PhD in biochemistry from the University of Adelaide. She is actively involved in Australia’s professional venture capital community, as a member of AVCALs venture capital stakeholder committee and as a member of the investment committee of ANUConnect Venture Capital, the Australian National University’s venture capital fund.

Aaron Patzer  
**Founder, CEO**  
Vital Software

In January, I started another company, Vital Software, with Dr. Justin Schrager of Emory University. Vital makes software for hospital emergency rooms. This includes a mobile patient check-in for patients, and the fastest, most usable electronic medical records you’ve seen for doctors and nurses. We use extensive machine learning and natural language processing to determine patient severity and anticipated actions. Our longer term goal is to cut ER wait times in half, as they are often 4-5 hours long. You might not know it, but there are 140M ER visits in the US alone each year.

Medical / sales are in the US, while development is all in Auckland New Zealand. My long-time partner Rebecca, an architect, is a Kiwi and I am now a resident of New Zealand as well.

Anton Borzov  
**Product Designer**  
WhatsApp

Anton Borzov is a Product Designer in WhatsApp, a communication service founded in 2009. Previously Anton was leading Tokyo.in.ua, a small digital communication agency in Ukraine. Anton grew up in Ukraine before moving to London and then California to work at WhatsApp.
SPEAKERS & JUDGES

Duncan Turner
General Partner SOSV
Managing Director HAX Shenzhen
I have a diverse background in human factors research, industrial design, product development, manufacturing and business start up. I have taken numerous products from first concepts through research, funding, design, development, manufacturing and assembly to final sales of the product. I joined IDEO in October 2011 after spending a number of years back and forth between the UK and China working closely with manufacturers to launch the designs and products that I created under a start-up brand. In October 2014 I took over the responsibility of running HAX (www.haxlr8r.com), a program that I have been a mentor at since it began.

Prior to co-founding my own business, I worked for two years as a Human Factors Research Associate at the Helen Hamlyn Research Centre, part of the Royal College of Art (RCA) in the UK. One of my projects at the RCA, “grab it”, which looked at the everyday act of cooking and handling hot objects in the kitchen through a new and human-centred approach, was exhibited in the Museum of Modern Art (MoMA), New York in 2005. The product has since become part of the museum’s permanent collection before being taken into production under another start up brand I founded.

Dr. Chris Boshuizen
Entrepreneur in Residence
Data Collective VC
Chris is an Entrepreneur in Residence at Data Collective VC, a boutique investment firm specialising in hard, data-driven science and engineering companies. He is also a member of the Advance Board of Directors.

Chris is the co-founder of Planet Labs, a company providing unprecedented daily, global mapping of our changing planet from space. As the company’s CTO for five years he took the company from the drawing board to having launched more satellites into space than any other company in history, completely transforming the space industry along the way. Fundamental to Chris’s approach is a dedicated investment in people, especially youth and recent graduates, to create a powerful, connected global workforce capable of achieving anything.

Chris was previously a Space Mission Architect at NASA Ames Research Center. After working on a number of traditional spacecraft programs at NASA, Chris co-created Phonesat, a spacecraft built solely out of a regular smart phone. The cost was so low, and the concept so simple, that space exploration is now within grasp of the everyday person, and many other groups around the world are pursuing their own low-cost space programs as a consequence.

Whilst also at NASA, he established Singularity University, a school for studying the consequences of accelerating technological development. Initially fulfilling the role of Interim Director, Chris helped raise over $2.5 million to establish the university, assembling the faculty and serving as co-chair for the University’s Department of Space and Sciences.

Chris received his Ph.D. in Physics and BSc. with honours from the University of Sydney. In 2014 Chris was recognized as the “Advance Global Australian of the Year”.

Avichal Garg
Partner @ YCombinator
Investor
Currently a part-time partner at YCombinator helping early stage companies with product strategy, scaling, and fundraising. An investor in Boom Supersonic, Optimizely, Cruise, Starsky Robotics, Instawork, Color Genomics, CaseText, WayUp and many other companies.

Previously Avichal was the Director of Product Management at Facebook for Local, which included products such as Location Infra, Entities, Events, Local Search, and Pages (business identity).

Avichal as had a number of successful exits. As the CEO and Co-founder of Spool, a mobile caching service, was acquired by Facebook in 2012. In 2011 the Daily Mail Group (LON: DMGT) acquired by PrepMe, a machine learning based education company, Avichal was the CTO and Co-founder.

Previously a product manager in Search Quality and Ads Quality at Google with a B.S. and M.S. from Stanford.

Eloise Watson
Investment Manager
Rampersand
Eloise is the Investment Manager of rampersand, an early-stage venture capital firm founded in 2013 that invests in the best Australian technology founders and surrounds them in the help they need to succeed. With $50m+ in FUM, rampersand has invested in over 15 companies including AssemblyPayments, Stackla and Expert360. Eloise is also currently the Chairman of Engage Education, a social enterprise she co-founded in 2010. Prior to rampersand, Eloise worked at Goldman Sachs, BCG and Booz & Co.
David Gowdey  
Managing Partner  
Jungle Ventures  
Mr. Gowdey is currently a Managing Partner at Jungle Ventures, a Singapore based venture capital firm focused on internet and technology investments in South Asia. Prior to Jungle, David spent 3.5 years at TPG Capital where he led internet investments outside of the US within the TPG Growth fund. Prior to TPG, David spent 12 years at Yahoo! Inc where he was the Head of International M&A on the Corporate Development team. In this role, he was responsible for driving all transaction activity and the investment strategy for Yahoo! outside of North America, including their expansion into new markets, such as Russia, Turkey, Middle East, Africa and SE Asia. In 2011, David was also the Managing Partner at Xplorer Capital, a growth equity venture capital firm which spun out from Yahoo! to focus on internet and digital media opportunities in the emerging markets. David continues to be an Advisor to TPG Capital and represents them as a non-executive director on the board of Propertyguru, the largest online real estate platform in SE Asia. David holds a Bachelor of Business Administration degree from Radford University and a Master's Degree from the Macquarie Graduate School of Management in Sydney. He has lived and worked for over 20 years across Asia, but currently lives in Singapore with his wife and three children.

Melissa Widner  
General Partner  
NAB Ventures.  
Melissa Widner is a General Partner at NAB Ventures. Through direct experience, she has a deep understanding of both the entrepreneur’s journey and the role of a Venture Capitalist. As CEO she led two companies to successful acquisitions that provided over a 10X return to investors. She co-founded and was the CEO of Silicon Valley based enterprise software company, 7Software (acquired by Concur Technologies NASDAQ: CNQR, acquired by SAP). Melissa was a general partner at SeaPoint ventures, a US based venture capital firm focused on mobile technologies and SaaS enterprise software solutions. She has served as a director on several US and Australian based venture-backed technology companies. In 2009, Melissa relocated to Sydney with her Australian husband. She co-founded Heads Over Heels, an organisation that works with female entrepreneurs leading companies with high growth potential. She served on the Federal Government’s Venture Capital Committee and currently serves on the VCC of AVCAL, the Australian Venture Capital Association. Melissa holds a BA from the University of Washington and an MA from Stanford University. She is the proud mother of four boys.

Dr. Jemma Green  
Cofounder and Chair  
Power Ledger  
Dr. Jemma Green was born in Perth and raised in the eastern hills. At age 22, and armed with a bachelor of Commerce in Finance from Murdoch University in Perth, she started a career in banking at JP Morgan in London. Here her work involved bringing sustainability and corporate social responsibility to the task of lending big money. This often involved persuading industries like mining to clean up their act, a challenge she relishes despite its complexity. In 2013, Jemma left banking and returned to Australia to complete a PhD in disruptive innovation. Here she started to look at citizen utilities and the way apartment buildings could use solar and batteries in combination. It was a short step from this to setting up Power Ledger with her cofounders in 2016, a blockchain energy company. In 2017, Power Ledger undertook Australia’s first initial coin offering and raised $34 million. Jemma has become a goto person on matters of blockchain, cities, energy and transport in and has made hundreds of appearances in the media commenting on related topics. She also finds time to be an independent councillor at the City of Perth, a board member of the Water Corp and advisor to Carbon Tracker, wife and a mother of one.

Dean McEvoy  
Co-founder  
TechSydney  
Dean is a startup founder, advisor, and investor. A serial entrepreneur, he co-founded Australia’s first group buying platform, Spreets, in 2010 (it was later acquired by Yahoo!7 for $40M, one of the biggest sales in Australian tech startup history at the time) and recently launched his fourth startup, IconPark. Dean is evangelical about his hometown being the best place in the world to live – and committed to making Sydney the most desirable place on Earth to found and scale a high-growth tech company.

Brendan Yell  
APAC Director  
Sendgrid  
Brendan is an experienced technology entrepreneur and mentor. Founder of ShopFree.com back in 1999 and RecipeLover in 2004, he has spent a career in technology startups.  
Brendan currently is APAC Director of cloud email provider SendGrid. He is also an ambassador and pitch coach for Rise (Hong Kong) and Web Summit (Lisbon), Director of Startup Grind in Sydney and is the Entrepreneur in Residence for the Qantas Avro Accelerator.
Mosaic Money | www.mosaic.money | Matt Jones - CTO, Sam Nixon - CFO
Mosaic Money is a consumer-centric app that allows consumers to invest in any listed asset worldwide, with ease, for 99 cents. Mosaic Money helps users build wealth through accessibility, simplicity and transparency.
Sydney, NSW, Australia

Concussionmeter | www.concussionometer.com | Dr. Adrian Cohen - CEO, Dr. Greg Roger - Co-founder
The Concussionometer is a portable headset that employs clinically validated, patented technology that takes the uncertainty out of concussion diagnosis for elite athletes, schools, and community sports.
Bronte, NSW, Australia

Parcelport | www.parcelport.co.nz | Jimmy Wu - Managing Director
Parcelport is a marketplace for courier services. Typical e-commerce businesses sell on multiple channels and ship using multiple courier companies. Parcelport aggregates sales and delivery channels, orders from different sites, and can be synced into Parcelport where courier cost are calculated, shipping labels printed, couriers booked and tracked.
Auckland, New Zealand

Spalk | www.spalk.co | Ben Reynolds - CEO, Michael Prendergast - CTO
Spalk offers users a crowd-sourced platform that enables personalized sports commentary. Spalk's proprietary software is able to strip out existing commentary and inject & synchronise alternate commentary audio based on viewer selection.
Auckland, New Zealand

Equal Reality is a software platform, which enables non-technical experts to make their own Virtual Reality training. Equal Reality's platform enables embodiment, allowing people to experience new perspectives. The company's first target market is Diversity and Inclusion training.
Brisbane City, QLD, Australia

Trunk | www.jointrunk.com | Elliott Risby - CEO, Chris Berry - CTO
Trunk offers design teams a collaborative space for tracking and managing design files, powering the creative process with improved version control for design files.
Sydney, NSW, Australia
Coverhero is an intelligent insurance Robo advisor that helps to understand, buy and manage your insurance in one place. Coverhero’s chatbots help inform individuals so they purchase the right policy. Through the Coverhero platform, users can select from a wide range of insurance products extending from personal to business insurance.
Sydney, NSW, Australia

Respia is an asthma management system that tracks and records users’ respiratory health and medication use. It is a complete redesign of existing aerosol inhalers coupled with a world first wearable patch that tracks respiratory health.
Sydney, NSW, Australia

Life Whisperer | www.lifewhisperer.co | Dr. Michelle Perugini - co-founder, Dr. Jonathan Hall - co-founder, Dr. Don Perugini - co-founder
Life Whisperer uses artificial intelligence (AI) cloud-based approach to detect and select healthy embryos in In-Vitro Fertilization (IVF), with the ultimate aim to help couples around the world have children.
Adelaide, South Australia, Australia

Flurosat | www.flurosat.com | Anastasia Volkova - CEO, Alex Achkasov - CTO
FluroSat combines state-of-the-art remote sensing technology and sophisticated analysis pipelines to provide solutions to compelling problems of modern crop production, such as stress identification, efficient resource inputs and maintenance of yield.
Sydney, NSW, Australia

Healthmatch | www.healthmatchapp.com | Manuri Gunawardena - CEO, Arran Schlosberg - CTO
HealthMatch employs an app that is connected to an Australian government database of clinical trials to help connect patients to clinical trials in a fast and easy to understand manner. As a result, HealthMatch is able to streamline recruitment for clinical trials relevant to a patient’s illness and individual profile.
Sydney, NSW, Australia
CancerAid | www.canceraid.com | Andrew Harvey - CTO, Nikhil Pooviah - CEO
CancerAid uses technology to improve the way cancer care is delivered: It helps those diagnosed with cancer to understand their condition and treatments and log symptoms that can be shared with care providers for improved treatment outcomes.
Sydney, NSW, Australia

Goodments | www.goodments.com | Tom Culver - CEO, Emily Taylor - CMO, Babar Ali - CTO
Goodments is a profile based investment app, that matches users to shares that align with their environmental, social and ethical values. The app gives users advice on whether potential investments will do good for the world.
Sydney, NSW, Australia

Boole | www.boole.com.au | Alen Hodzic - Founder
Boole develops IoT solutions that automate undesirable everyday tasks. Boole’s product, Matty, is a smart mat system that uses load cell technology and a cloud-based content management system to monitor inventory from any location.
Sydney, NSW, Australia

Medius Health | www.mediushealth.org | Abhi Bhatia - CEO, Sammi Bhatia - COO, Shameek Ghosh - CTO
Medius is a virtual health assistant: it is an AI-powered expert system trained by doctors to incorporate both context and clinical expertise to help triage patients to the right level of care. Medius’ conversational bot chats with the patient to understand their complete health profile and current complaints to determine the possible causes of their symptoms, and the most appropriate course of action.
Sydney, NSW, Australia
Dash Studio | www.dashstud.io
Product design partnerships and in house ventures. Find out how we've transformed customer experience for our clients at dashstud.io.

Motherhood App | www.motherhood.com
Motherhood App connects mothers (and others) in the neighbourhood for flexible child minding. Now mums have the local support network they need to pursue their dreams, and can earn money while being with their kids.

Motherhood is changing mums lives for the better through our passionate community of like-minded and supportive women who truly have each others backs. They understand the struggles and sacrifices of motherhood and are there to lend a helping hand.

Motherhood is available now on iOS and is free to download, browse, and post jobs, more at motherhoodapp.com

Station Five | www.stationfive.com
Station Five develops workflow automation software to enhance business processes. We help to automate repeatable processes allowing companies to reduce inefficiencies, reach deadlines and create people focused teams.

The proprietary dashboard we provide enables the movement of data and improved efficiencies in business to be visualised for key decision makers.

We have worked with companies such as Ernst & Young, KPMG, BUPA, Qantas, IAG and AMP Capital.

RagTagd | www.ragtagd.com
RagTagd is the trusted brand helping families finding the things they lose, starting with a simple and affordable Smart Tag that makes recovering lost property at school easy. Launching in mid-2016, they had immediate success in schools across the country and recently licensed the technology to a huge uniform company in a multimillion-dollar deal. RagTagd is expanding to the UK to further their vision to create a global network of RagTagd sensors in all the places dependants lose things, such as nursing homes, public transport and schools. They're well on track to become the household name for IoT location solutions, conquering lost everything and anything for families across the globe.
Sinobis | www.sinorbis.com
Sinobis is an all-in-one marketing platform that is revolutionising the way international organisations do digital marketing in China. The platform has been developed with the unique needs of the Chinese digital ecosystem in mind. It allows enterprises to realise their full potential in the Chinese market by removing the technical barriers usually associated with building a website that can be accessed behind the Great Firewall; making it easy and affordable to create a Chinese website and landing pages optimised for local requirements; providing in-depth analysis of website performance across all four major Chinese search engines; enabling organisations to optimise their digital marketing efforts and benchmark their results against key competitors; and setting up and managing social presence in China through WeChat.

Hall Chadwick | www.hallchadwick.com
Founders know the secret to launching a Start Up is surrounding yourself with a great team. David Kenney leads a team of passionate and expert Advisors who have an outstanding track record in guiding Start-ups from launch, scaling globally and to become world class companies. Our personalised service, advice and network of contacts make us key team members to help you succeed. We are passionate about supporting the start-up community in Australia. David has been advising Start-ups for 18 years, a mentor in leading Accelerators for over 6 years and has an array of world class companies as clients/friends. We help you focus on the key numbers, not history lessons and can help you develop business models, make better decisions to help keep you on track. Start Up Advisory Services, Accounting, Taxation, Government Grants, Corporate Advisory services in Sydney, Melbourne, Brisbane Perth. We would love to help your team.

Tank Stream Labs | www.tankstreamlabs.com
Tank Stream Labs is one of Australia’s leading breeding grounds for technology entrepreneurs, thought leaders and early adopters. Our community are the future tech leaders in Australia with global aspirations.

Landing Pads | www.landingpads.gov
Landing Pads provide market-ready Australian startups and scaleups with access to some of the world’s most renowned hubs including San Francisco, Tel Aviv, Shanghai, Berlin and Singapore. Participants have access to: up to 90 days residency in a co-working space; introductions to networks that include investors, mentors and strategic partnership opportunities along with business advice to help startups and scaleups grow their business.
Springstart | www.springstartmarketing.com
We take time to understand you and your business goals. Then, we take marketing back-to-basics so we can optimise the right strategy and channels to help your business grow. This allows you to share how your incredible startup, business or program can benefit your target audience.

Triangles | www.heytriangles.xyz
Triangles helps women step into entrepreneurship by connecting women with female leaders, male champions, expert-led workshops, and each other. Triangles is a free online eco-system, which offers access to an incredible network, events and resources. Having lived the experience, we are here to equip others to build successful and sustainable businesses. Our signature workshop and speaker events invite women (and men!) to understand the entrepreneurial mindset and lifestyle, and go from ideation and customer validation, all the way to xyz.

Clinivid | www.clinivid.com.au
Doctors and clinicians are increasingly mobile and require a secure and privacy-compliant way to coordinate their patients’ care. With Clinivid, the Sydney based health care start-up Health Care Innovate launched a cross-device communication platform designed for health workflows that helps clinicians to share any clinical information securely across the whole health care sector. Developed by a team of health industry experts and working clinicians, Clinivid solves their daily communication problems, helps to minimise medico-legal risks and assists in reducing medical errors through simpler and faster care coordination. Clinivid is patient-case oriented and conversations can be integrated into Electronic Medical Record systems. Clinicians can use it seamlessly wherever they work, 24/7, supporting multiple organisations for each clinician. They can share information with any other clinician, even non-users, to deliver important information immediately and securely, without disruption. Clinivid helps clinicians to work more efficiently, helps patients to receive better care and helps hospitals and other health providers to decrease their medico-legal and safety risks.

Crew Mojo | www.crewmojo.com
Crewmojo helps HR Leaders to implement a performance management process that doesn’t suck! As organisations move away from ineffective annual performance reviews towards continuous professional development, Crewmojo makes it simple for HR leaders to implement a consistent approach company-wide. We do this through cloud based software and native apps. Unlike traditional HR software, our user-experience is more like a consumer app and we deliver immediate value back to employees so it’s a tool that they actually want to use.
Darebux | www.darebux.com
Darebux is an online platform that allows users to earn money by doing dares.

Dining Inn | www.dininginn.com.au
Dining Inn is a community marketplace that connects like-minded people over homemade food. Think of it as the AirBnB of home dining. The hosts decide what to make, when to make at what price and who to invite, including a guest screening option. The guests are able to search by location/cuisine/dietary/interests and book securely to enjoy social dining, everyday dining or simply take-away authentic fresh homemade food. Currently doing early adopter hosting events in Sydney. Going live in Australia in December 2017. Available on iOS and Andriod platforms.

Suncayr | www.suncayr.ca
At Suncayr, our mission is to give you the UV awareness that you need to safely enjoy every day you spend outside. Sunscreen is not a complete solution. Since sunscreen is invisible when it’s both working and not working, how do you know that your sunscreen is still doing its job? To solve this problem, we’ve developed SPOT, a smart UV indicating sticker. We will be bringing a whole range of UV indicating products that make Sun Safety Simplified!

The Pelvic Expert | www.thepelvicexpert.com
The Pelvic Expert provides digital women’s healthcare solutions, which are holistic, research-based and gamified. Programs include pelvic floor physiotherapy education, nutrition for hormone-balancing, therapeutic exercise workouts and self-care advice.

Resrodel | www.resrodel.com
RESRODEL is the first complete resource management solution based on the concept of ‘Effort Management’ and was built specifically for project based enterprises that include PMO’s, consultancies, software developers, builders and even publishers. By quantifying Demand, Capacity and Allocation, this online software uniquely predicts workload, ability to deliver and enterprise efficiency enabling optimisation of projects, people and business outcomes.

Birchal | www.birchal.com
Birchal is a new equity crowdfunding platform connecting brands with investors. Brands and companies profile themselves on Birchal to engage with new and potential stakeholders. In the coming weeks, Birchal will become one of the first licensed platforms to allow everyday Australians to buy shares directly in private and unlisted public companies.
Catapult | www.mycatapult.com.au
Catapult is driven by a selection of best of breed businesses growing these through a rigorous, structured approach, individually tailored to successful entrepreneurs.

We help business owners build revenue, create systems, establish a board and raise capital. Catapult clients can always draw on our unprecedented network of curated experts, investors, board members, and top corporate contacts.

Catapult serves early-stage founders looking to secure high growth, as well as experienced operators looking to start a new growth spurt. We also run programs for those currently in a job with a ‘business in the belly’ with a penchant for success.

Urjoint | www.invest.urjoint.com
urjoint is a subscription based rental solution with all the trimmings in one easy monthly payment. Think Airbnb at 12 month lease prices without long term contracts. We also guarantee payments to Landlords through our innovative business model and risk management system. Launching early 2018”.

Startup Playbook Podcast | www.startupplaybook.co
The Startup Playbook Podcast is a weekly podcast series, interviewing successful founders, investors and industry experts from across Australia and around the world. It is a resource for current and future entrepreneurs to gain insight and learn from experienced and successful founders on how they got started, the strategies they used to succeed and their advice to the next generation of founders.

The podcast is hosted by Rohit Bhargava, the former co-founder & CEO of StageLabel, which helped launch 150+ brands around the world. Along with hosting the podcast, Rohit is also the Founder and Director of Playbook Media, a Growth Marketing agency that works with startups, brands and enterprises to help them grow through data-driven storytelling.

PROP Marketing | www.prop.marketing
UBER is the sharing economy of transport, AIRBNB is the sharing economy of rental, and PROP is the sharing economy of marketing. What do you need to get sales? You need an efficient outdoor advertisement to raise brand awareness, you need social media support, you need reviews, you need a target market with disposable income and you need leads. We give all of these for you with one single click from a price of a coffee a day. The co-advertising platform is here - PROP Marketing
Green Fairy | www.conical.nz/green-fairy.html
The Green Fairy is empowering families to turn their living rooms into an entertaining and educational fantasy world by using augmented reality (AR) to create a 21st century theatre experience for children. The Green Fairy is a hybrid production - part-cartoon, part-video game, which is accessed as an app via AR enabled devices ranging from iPads and smartphones to wearable AR headsets (expected to replace the smartphone in the 2020s). The Green Fairy property is a franchise-worthy character with its own universe. It can be licensed into merchandise and multi-platform entertainment including a VR movie (February 2018), a series of AR books, toys and an online TV series.

The Clinician | www.theclinician.com
Global health care spending has spiralled out of control and is set to get worse. Leaders agree that the only solution is to shift from pay for service to value-based healthcare models, and to do this you need to measure outcomes (value = outcome/cost). Patient Reported Outcomes Measures (PROMs) are short surveys that measure the quality and effectiveness of care from the patient’s perspective - before, during and after treatment. ZEDOC is a cloud based PROMs platform for patient outreach, collection and analysis. It seamlessly gathers data from wearables and uses chatbots and apps to engage patients and drive response rates. The knowledge base structures all data, allowing multiple layers of analysis to deliver breakthrough insights.

Social Club | www.thesocialclub.co
The Social Club is an influencer marketing platform, connecting social media influencers with brands and agencies to run easy and authentic social media campaigns. The Social Club is a full-service automated platform, which manages all aspects of influencer marketing campaigns including: identification, pricing, briefing, approving influencer content and reporting.
Carthona Capital | www.carthonacapital.com

Carthona Capital is one of Australia’s most active seed and early stage venture investors. The firm is largely sector agnostic, though technology focused, and invests using its own capital in collaboration with super funds, high net worths, family offices and institutions. Carthona is a high conviction investor – typically selecting a small number of the hundreds of deals examined each year, and focusing its resources - capital, advice, mentorship, learnings, network etc. to partner with management to build successful businesses. Carthona has a global mandate and its thematic approach has led it to investing in VR (Zero Latency), fintech (Credible), autonomous vehicles (Ouster), cryptocurrency (Abra) and marketplaces (Sparesbox and Peerspace) amongst others. Carthona’s current fund is approximately $100m with additional AUM of $100m. Carthona’s Partners share a long history of successfully investing in early-stage businesses, and their common approach and philosophy to investing brought them together at Carthona Capital.

Airtree Ventures | www.airtree.vc

Airtree Ventures is an early and growth stage venture firm backing world-class entrepreneurs. We are focused on backing great founders working in cloud, fintech, intelligent software, consumer, infrastructure, SaaS and data. Over the past 2 decades our team has backed 42 companies including investments in market leaders such as Canva, Prospa, 90Seconds and Paxata. Airtree is a business made up of entrepreneurs, we have started companies and run large global businesses, and are the only Australian venture firm with a globally top decile track record.


The Sequoia team helps daring founders build legendary companies. In partnering with Sequoia, companies benefit from our unmatched community and the lessons we’ve learned over 45 years working with Apple, Cisco, Oracle, Google, Alibaba, Airbnb and JD.com among many others. As “The Entrepreneurs Behind The Entrepreneurs”, Sequoia China focuses on TMT sector. Over the past 12 years we’ve had the privilege of working with more than 300 companies in China, including Alibaba, AutoNavi, Ele, Mobike, Tuniu, Dianping, Didi, DJI, Ganji.com, Hero Entertainment, JD.com, Jumei, Meituan, Meilishuo, Momo, Ourpalm, Qihoo 360, Sina.com, SINNET, Toutiao, VancelInfo, and VIPshop. Sequoia has operations in China, India and United States.
Reinventure | www.reinventure.com.au
Reinventure exists at the third horizon of growth, focused on creating options in future businesses through venture investment and a strategic relationship with our largest limited partner, Westpac Banking Corporation. With $100m to invest in FinTech and adjacent areas, we are uncovering, investing in and nurturing scalable early businesses that will be the future of the industry.

While Westpac is the largest investor in Reinventure Fund, alongside founders Danny Gilligan and Simon Cant, the fund is operated independently by Reinventure Group. This allows us to fully focus on helping our portfolio companies succeed and, with $100M in committed funds, we have the resources to continue investing and stay engaged with our portfolio companies as they grow. Once we invest, our job is to add value to our ventures in the best way we can, both through our operational experience and networks, and unlocking maximum synergy values between the ventures and Westpac. Westpac is keen to understand emerging trends, acquire know-how from great entrepreneurs and co-create in areas that can benefit from the complementary skillsets both parties bring.

Silicon Valley Bank | www.svb.com
For more than 30 years, SVB Financial Group (NASDAQ: SIVB) and its subsidiaries have helped innovative companies and their investors move bold ideas forward, fast. SVB Financial Group’s businesses, including Silicon Valley Bank, offer commercial and private banking, asset management, private wealth management, brokerage and investment services and funds management to companies in the technology, life science and healthcare, private equity and venture capital, and premium wine industries. Headquartered in Santa Clara, Calif., SVB Financial Group operates in centers of innovation around the world. Learn more at svb.com.
The Hacker Exchange | www.hacker.exchange
The Hacker Exchange works with Australian universities, founders and corporates to connect them to Silicon Valley. We deliver bespoke programs for the curious and aspiring founders, to the hustling founders seeking internationalisation and US market entry. We also host Australian corporates who seek global best practices to aid the growth of our startup community.

TechSydney | www.techsydney.com.au
TechSydney is an entrepreneur-led industry group committed to making Sydney a top global destination for high-growth tech companies. We create programs that help startups and founders thrive, connect the best international tech CEOs with our community, present a united voice to government and the corporate sector, and tell Sydney’s tech story compellingly and consistently to the rest of the world.

TechSydney’s members represent over 80% of Australia’s tech capitalisation. We’re proud to include companies like Atlassian, Canva, Tyro, Airtasker, GlamCorner, Expert360, ansarada, SafetyCulture, Propeller, Afterpay, Lexy, and Blackbird Ventures amongst our founding members.

Innovation Bay | www.innovationbay.com
Innovation Bay is an exclusive community of entrepreneurs, investors and business leaders who believe that technology can power innovation and change the world.

We exist to help tech entrepreneurs on their quest to build successful, sustainable and scalable businesses. We do this by creating a community centred around events, investment forums, education programs and resources that encourage founders learning from and working with other founders. It operates across Australia’s largest city’s and innovation hubs and provides a place both online and offline for people to meet and learn from one another.

StartCon | www.startcon.com
StartCon is the cornerstone event for the community. We bring together startups, entrepreneurs, investors, media, and corporate innovation teams from all over the country. Sold out 7 years in a row, we’re expecting 4,000 attendees, 60+ speakers, and 150+ exhibitors to join us on the 1st & 2nd of December at Randwick Racecourse in Sydney. The 2-day event features international keynote speakers, a huge expo displaying start-ups and tech companies, and Australia’s biggest pitch competition. This year we have speakers such as the CEO of Dribbble & Moz, CMO of ClassPass, CEO of Stylerunner and more.
York Butter Factory | www.yorkbutterfactory.com
York Butter Factory (YBF) is one of the major nodes of Australia’s tech startup ecosystem. Founded in 2011 by Stuart Richardson and Darcy Naunton, YBF has grown from being one of Australia’s first startup coworking spaces to being a deeply networked B2B innovation hub, whose membership has included Suppertime (now Foodora), SnappyCam (sold to Apple), Doshii, Omny and Everproof. Along the way, YBF opened its doors to corporate partnerships, enabling collaboration opportunities for startups with corporates like EY, Aon, Dentsu Aegis, Mirvac, ANZ, Qantas, NZTE and more. YBF has also co-founded various venture-backed startups such as Equiem, Clover.com.au, and Hoist. Startups in our ecosystem are provided with extensive support from our team of Community Managers, while our leadership team brings a constant stream of investors and businesspeople through the doors using our broad and deep industry networks to generate deal flow for YBF’s tenants. All this is achieved without YBF taking any equity from its companies; startups simply sign up for a desk and receive this level of business growth and service with no extra charge.

Advance | www.advance.org
Advance is the preeminent global community of high achieving Australians and alumni abroad, with connections in over 110 countries. Advance forges connections with the one million Australian diaspora, drawing on their experience and networks to open doors and opportunities for Australia, Australian companies and Australians around the globe.

TwoSpace | www.twospace.com.au
TwoSpace is a startup founded here in Sydney which turns restaurants that are closed during the day into a network of co-working spaces. Today, TwoSpace has grown networks not only in Sydney but also in Melbourne; members work from gorgeous restaurants, rooftop bars, and beachside lounges with ocean views. TwoSpace is gearing up to launch a global network, with the first international co-working community growing in Hong Kong and Singapore.
EVENT SPONSOR
Dolton House | doltonehouse.com.au
The Doltone House Venue & Catering Collection features a number of leading event spaces in the heart of Sydney. Two spectacular waterfront venues on Sydney Harbour, a CBD venue at Hyde Park, a new industrial style venue at Australian Technology Park and the original flagship venue at Sylvania Waters in the Sutherland Shire.

With more than 20 years of unparalleled experience in hosting world-class events for local and international delegates, Doltone House is renowned for providing a level of service that exceeds all expectations - from the highest quality food and beverage to an exceptional attention to detail. The ultimate venue experience.

Enjoy state of the art event facilities suitable for hosting 10 to 4000+ guests, with multipurpose venues renowned for private dining, gala events, conferences, exhibitions, product launches and cocktail parties. Industry leading Internet speeds, in-house event stylists and a specialist audio visual and lighting team ensure to make every event an occasion to remember.

Doltone House Australian Technology Park
A unique industrial-style venue located on the fringe of Sydney’s CBD. The largest venue in the Doltone House collection, with a main event space of 7050 square metres, a purpose built theatre suitable for 520 guests and a dining room and atrium ideal for conferences and gala events. Sydney’s most unique five star venue just moments from Redfern Station.

VENUE SPONSOR
HOIST (JV between Mirvac & YBF) | hoist.com.au
Hoist is a new national partnership between Mirvac and York Butter Factory, starting at the Australian Technology Park (ATP) in Sydney to help lift the innovation ecosystem in Australia.

The partnership will bring together various communities, corporate partners, incubators and accelerators at the Locomotive Workshop in the ATP, providing a collaborative workspace. The ATP is currently home to a diverse and innovative business community, undertaking work in fields including science, technology, communications, media, research, and consulting.

We provide a mixture of activated coworking areas, team spaces, workshop areas, and significant event spaces for startups and innovative corporate partners within the Locomotive Workshop building at the ATP.

Startups and corporate partners will also be provided with extensive support and advice from the Hoist team, comprising of York Butter Factory and Mirvac team members, to ensure their business grows, with direct access to the already established technology and startup ecosystem that exists at the precinct. To learn more, visit hoist.com.au or get in touch at team@hoist.com.au.

IN PARTNERSHIP WITH
ELEVACAO
OFFICIAL HOTEL SPONSOR
Vibe Hotels | vibehotels.com
Vibe Hotels are lifestyle hotels designed to connect guests with their fellow travellers, other guests, that inner health nut or their own creativity. These are places where lifestyle, design and technology come together as one, so guests can connect and disconnect as they wish. You can find Vibe Hotels in eight locations - Melbourne and Sydney CBD, beautiful Rushcutters Bay (refurbished in 2016), the glamorous Gold Coast and Darwin waterfront, award-winning Canberra and Marysville, in the heart of the Yarra Valley. The next generation of Vibe Hotels will open soon in North Sydney and in Hobart.

OFFICIAL AIRLINE SPONSOR
United Airlines | united.com
United Airlines and United Express operate approximately 4,500 flights a day to 338 airports across five continents. In 2016, United and United Express operated more than 1.6 million flights carrying more than 143 million customers. United is proud to have the world's most comprehensive route network, including U.S. mainland hubs in Chicago, Denver, Houston, Los Angeles, Newark/New York, San Francisco and Washington, D.C. United operates 748 mainline aircraft and the airline’s United Express carriers operate 475 regional aircraft. The airline is a founding member of Star Alliance, which provides service to more than 190 countries via 28 member airlines.

Since 1986, United has offered service to its San Francisco and Los Angeles hubs from Sydney and Melbourne. On January 18, United’s service between Sydney and Houston begins.

AFTER PARTY SPONSOR
VentraIP Australia | ventraip.com.au
VentraIP Australia is the most recommended web hosting provider and domain name registrar in Australia. Offering a range of online services that are tailored to meet the needs of its customers and that grow with their business, VentraIP Australia is proud to offer an industry-leading quality of service, backed by 24/7 Australian technical support, and a 99.9% SLA-backed uptime guarantee.

IN PARTNERSHIP WITH
BREAKOUT SESSION SPONSOR
Telstra Ventures | www.telstraglobal.com/ventures/
Telstra Ventures is the Corporate Venture Capital arm of Telstra. Based in Silicon Valley, China and Australia, we've invested in more than 40 leading technology companies since 2011 and already have over 1,250 Telstra customers using our solutions. Telstra Ventures is rated #21 most active Corporate Venture Capital firm globally by CB Insights (2016), we're Australia's Leading Corporate Innovator as rated by Australian Venture Capital Association 2017, And, we made the 2017 Global Corporate Venturing Top 100 Power list.

COFFEE CART SPONSOR
3wks | www.3wks.com.au
3wks is Australia’s most talked about digital solutions business on a mission to change the way enterprises develop and use technology. We’re sick of the endemic waste in the IT industry, and specifically in software development: it takes far too long, fails to meet users needs and costs too much. We work in small, autonomous teams using battle tested startup principles to deliver faster, better and cheaper.

COFFEE CART SPONSOR
Sendgrid | www.sendgrid.com
SendGrid is a leader in email deliverability and its cloud-based platform successfully delivers over 30 billion emails each month for over 55,000 paying customers like Spotify, Uber, Booking.com and Airbnb. SendGrid powers email delivery for both your transactional and marketing/newsletter campaigns. Integrate simply via API, SMTP, or build and send email campaigns using our online email marketing tools to get started sending quickly. Apply now for our startup program called Accelerate at sendgrid.com/accelerate for generous credits and access to our global team.

SPEAKER GIFT SPONSOR
Snowgoose | www.snowgoose.com.au
Snowgoose is Australia's finest fresh fruit & gourmet gift hamper company. Snowgoose premium farm-fresh hampers have the finest, freshest produce from Australia's top growers and artisan providores, all exquisitely presented in our signature wooden boxes. Snowgoose also has Australia's most delectable cherries. Biting into Snowgoose cherries has become a revered experience among foodies. Left to tree ripen for two to three days longer than regular cherries, they amass the most striking sugar content. Supremely large, they have more flesh and more flavour, yet still retain the gorgeous firmness that you can delightfully sink your teeth into. And it doesn't stop there. Snowgoose cherries are handpicked from the trees in the early morning and cooled to 4°C within one hour of harvesting before being hand selected for absolute cherry perfection.
VIP DINNER SPONSOR
AWS | aws.amazon.com
AWS powers the world’s hottest startups, and the team in Australia is proud to partner with TechCrunch Battlefield to support the next wave. AWS helps startups via its Activate program including growing companies like Canva, Expert360, 99Designs and big companies that were startups like Atlassian, RedBubble and Xero. Our mission is to help startups succeed!

VIP DINNER SPONSOR
Bold, innovative and community minded, Ovolo Woolloomooloo is a welcome addition to the Sydney hotel landscape. Creating a design centric, social space where like minded individuals can enjoy everything from accommodation to co-working.

Ovolo Woolloomooloo offers Sydney’s most stunning private spaces for corporate and leisure events. Boasting versatile floor plans and fitted with state-of-the-art AV equipment, you’ll find something to suit every imaginable occasion and guest list – from functions, cocktail parties and private dining, to off-site meetings, workshops and think tanks.

Location, space, views – have it all when you stay at Ovolo Woolloomooloo. Stretched along the longest timber-piled wharf in the world, the hotel is situated over the picturesque Sydney Harbour on the outskirts of Sydney CBD.
A boutique hotel, bar and event centre, Ovolo Woolloomooloo bridges between history and modern luxury. The architectural design of this heritage listed property is a truly breathtaking sight with its stunning French windows neatly placed in rows along the building, stylishly framed by the signature teal colouring.

As you enter the hotel, contemporary design elements and furnishings complement original fixtures of the property, with seamless integration of the Ovolo touch - all the little things that make effortless living a reality for the modern, tech-savvy traveller.

Journey through the 100 rooms and suites and you’ll find that each one tells a uniquely Australian story, portrayed through a series of art pieces cleverly infused into the interior design features. For more information please visit: www.ovolohotels.com/en/hotels/sydney/ovolo-woolloomooloo/

Bonfire Digital | www.bonfire.com.au
Committed to driving business growth through digital smarts, Bonfire is one of Perth’s (if not Australia’s) leading digital performance agencies. Recognised as having one of the country’s brightest teams, and trusted by some of Australia’s most iconic brands, Bonfire has an enviable record of success which is underpinned by a data driven methodology that has been fined tuned over the last 20 years.
Adpost | www.adpost.com.au

The Adpost Group is a company that specialises in printing and letterbox distribution and has been around for more than 30 years. From the time we opened our doors, we have specialised in being a one-stop-shop for our clients’ printing and distribution needs.

We provide a complete suite of high quality corporate stationery as well as marketing collateral, such as name tags and button badges, fridge magnets, car magnets, pull up banners and point of sale or promotional items, and more. Adpost also combines traditional print techniques with state of the art technologies, such as variable print, mail management and GPS tracked letterbox distribution.

With a collection of unique and diverse printing brands all under one roof, Adpost frees you from the grind of searching for printers while ensuring results that meet the highest standards.

Adpost’s unique success is due to its core values being rooted in having our focus on the client. We perform a wide range of services, provide the highest quality of printing, and are committed to seeing our customers increase their business. So ensure your brand stays consistent and let’s have a chat about how we can make it easier to get your message across. Your message is our mission.
New Zealand Trade & Enterprise | www.nzte.govt.nz
New Zealand Trade and Enterprise (NZTE) is the New Zealand government's international trade promotion and business development agency. We work with New Zealand companies to build capability and help increase their global reach. We also focus on attracting investment that benefits New Zealand. NZTE’s challenge is to help grow more added-value companies that can compete internationally to access bigger markets and bigger opportunities and, at the same time, encourage more international investment into New Zealand. Foreign investment is crucial to grow New Zealand’s economy, as it creates more jobs, higher wages, new technology and investment capital. Our organisation has a global network across 40 international and 10 domestic location. This gives New Zealand companies a bigger footprint on the world stage and helps overcome the challenge of scale and distance.

Generator | www.generatorznz.com
Generator offers fully flexible, customisable office infrastructure you can plug into and get on with doing business in - whoever you are, whatever you need. With a unique combination of serviced and shared office space, including private suites, permanent desks, hot-desking and casual membership to our bar and lounge. Our members enjoy the best aspects of a private club, serviced office, and shared workspace with a sense of community. Generator currently occupies over 10,000m² across buildings in Auckland’s CBD, Stanbeth House and Excelsior House and the two GridAKL properties, Mason Bros. and 12 Madden Street.

Auckland Tourism, Events and Economic Development (ATEED) | www.aucklandnz.com/about-ateed
Auckland Tourism, Events and Economic Development (ATEED) is the region’s economic growth agency and one of six substantive council-controlled organisations in New Zealand. ATEED’s role is to support Auckland Council’s vision of creating a city where talent wants to live, and deliver great value for money by supporting the growth of a vibrant and competitive economy – with a particular focus on facilitating new smart money and new high-value jobs for Auckland.