

BENCH TO COMMUNITY

Clinical Needs

Innovation

Clinical Practice

Translating New Ideas Into Clinical Practice

A Virtual Introduction Seminar Series

Series 2, Seminar 7

Date and Time: March 10, 2022

Time: 4:00 p.m. – 5:30 p.m.

Topic: Developing a Pitch Deck

Location: Watch the Recording on [our Kaltura Channel](#)

Seminar Description:

Raising outside investments and funds for your company often entails making a short but very important overview presentation to potential funders. Attendees will learn the fundamental information to present to investors on the company, technology innovation, development team, and market potential size.

Topics:

- Different “pitches” for different audiences
- Developing a 2-minute “elevator speech” for networking
- Composing an 8–11-minute slide presentation for funding competitions
- Basic slides: company information, technology innovation, development team, and market potential size, action plan and timeline, funding stages and requests
- What to do when asked for a follow-up meeting with interested investors

Speaker Information:



Paul Nolde

Fund Manager
Riverflow Growth Fund

Paul Nolde has over two decades of experience in the banking, finance, and venture capital sectors, serving in multiple business development and management roles. As the Fund Manager and Managing Director of Riverflow Growth Fund, a seed-stage venture capital firm based in Richmond, VA, Paul is responsible for all aspects of fund management and investment-related functions.

Prior to this, he served as a director at NRV, an early-stage venture capital firm also based in Richmond, VA. This was preceded by sales and strategy positions at multiple national and community banks, as well as managing the angel investment portfolio of a family office in Richmond, VA.

He is an active participant in, and advocate for, Virginia's entrepreneurial ecosystem, serving on the boards of several local and regional organizations, including the Activation Council, CAV Angels (president of the network), The Launch Place Seed Fund (chair of the board), and SCORE. Additionally, Paul sits on various boards at Virginia Commonwealth University and the University of Virginia, where he also serves as an adjunct professor of impact investing in its Batten School of Leadership and Public Policy.

He graduated from UVA in 2001 with a B.A. in Foreign Affairs, complemented by post-grad business studies through the McIntire School of Commerce Business Institute.

Faculty Comments:

Robert Schumann

CEO

Blue Vigil



Robert Schumann is the CEO of Blue Vigil, the US market leader in drone tether technology. He has over 30 years of experience bringing new technologies and companies to life. His background as a technologist, combined with business acumen and an entrepreneurial spirit, has led to the successful startup of several businesses. Rob currently holds over 15 patents.

Rob's work experiences span many different technologies and markets including consumer electronics, digital security, process automation, networking, enterprise software, web 2.0 applications, large scale retail, big data, consumer audio/video, and entertainment. Earlier in his career, he developed and implemented a broad range of technologies for the highly visible consumer brands, Circuit City, CarMax, and Digital Video Express (DIVX).

Blue Vigil manufactures affordable, high-power accessories for drones designed to increase the efficiency of public safety UAV operations.

Schedule on next page

TIME	DISCUSSION	SPEAKER
4:00 p.m.	Welcome Address	L. Franklin Bost
4:05 p.m.	Developing a Pitch Deck	Paul Nolde
4:55 p.m.	Faculty Success Story	Robert Schumann
5:15 p.m.	Q&A Session	L. Franklin Bost
5:25 p.m.	Closing Thoughts	L. Franklin Bost

FOR MORE INFORMATION:

For more information about the Institute for Engineering and Medicine,
visit us at <https://iem.vcu.edu/>

To watch recordings of our previous sessions, visit
<https://iem.vcu.edu/events/bench-to-community/>



VCU Institute for Engineering
and Medicine