

MBA Startup Fellows Program 2023

Two Georgetown McDonough MBA students completed the inaugural 2023 MBA Startup Fellowship, which is designed to support MBA students seeking to launch a new business. Each MBA Startup Fellow received:

- a \$10,000 grant to defray living expenses and startup costs - allowing the student to bypass traditional MBA summer internship recruiting
- access to the Georgetown Venture Lab
- weekly mentoring from two mentors
- access to significant entrepreneurial programming over the summer.

The two inaugural fellows are profiled below. (Note: a third fellow was selected, but withdrew from the fellowship when he chose to join an existing startup and take a leave of absence from Georgetown. He cited the fellowship as helpful in allowing him to fully pursue his startup goals, leading to a positive outcome for him.)

Fernando Griñó, MBA Candidate '24

Nationality: Paraguayan

Name and description of business: HU - Digital marketplace for the trucking industry in Paraguay/LATAM

What you worked on over the summer:

- Customer discovery, Learning about the industry, Learning about the technology

What you accomplished over the summer:

- Identified the potential customers and partnerships to be made, Started the design process of an MVP

What you plan to do next:

- Get a team to build the MVP, Test the idea and iterate as necessary



"To me, the MBA Startup Fellowship was the perfect opportunity to do something that I am truly passionate about. It has become a central part of my MBA experience, allowing me to learn things otherwise I would have not and meet amazing people who share the same values and enthusiasm."

-Fernando Griñó

Dumi Mabhena, MBA Candidate '24

Co-President Georgetown Entertainment & Media Alliance

Co-President Africa Business Alliance

Nationality: Zimbabwean

Name and description of business: Shanda - Shanda is a simplified audio editing solution for people with interview-based podcasts.

What you worked on over the summer:

- Iterated with software developers and customers in building out a minimum viable product.

What you accomplished over the summer:

- Built a minimum viable product for Shanda.

What you plan to do next:

- To officially launch Shanda, To keep iterating with customers and software developers in order to refine our product, To recruit a team that will help scale the business, To capitalize the business



"Being an MBA Startup Fellow was the opportunity of a lifetime. To be given the resources and support needed to focus 100% on building a startup is a blessing and with the fellowship, I did all that I could to make the most of it. Everyone in the Venture Lab was incredibly generous with their time and helped provide the much-needed perspective to help steer Shanda in the right direction. And for their contribution I am thankful." -Dumi Mabhena