



Berkeley SKYDECK

SkyDeck is UC Berkeley's **startup accelerator and incubator**

We **accelerate 300** of the worlds **most talented startups** every year by leveraging a **network of world class faculty, investors, and executive advisors**, delivering a **robust and dynamic curriculum**, and accessing the **resources of the #1 ranked public university globally**

Berkeley Research
UNIVERSITY OF CALIFORNIA



Berkeley SKYDECK

SkyDeck is a program of the University of California, Berkeley – Office of Research

There are **3 programs** SkyDeck runs to engage the entrepreneurial ecosystem



Accelerator (Cohort)

- Open to UC affiliates and applicants outside the US
- 15 - 30 startups accepted
- 6-month acceleration program



Incubator (HotDesk)

- Open to University of California affiliates
- ~ 100 startups accepted
- 6-month incubation program



Global Innovation Program (Fast Track)

- Designed for international startups
- Provides a soft landing into Silicon Valley
- Develop a network of advisors, investors, corporate partners
- 3-month program



SkyDeck startups are family, and we are committed to their success

Startups per term

134 14 Cohort Teams
18 GIP Teams
101 HotDesk Teams

Applications

1850+

YoY Application Growth

2.2x

Total Investments

\$1.47B

Investment raised by SkyDeck Teams

Acceptance Rate

~ 1.3%

Advisors

350+

- UC Berkeley Faculty
- Industry Executives
- Top Entrepreneurs
- VCs & Investors

Resources

\$500K

- Cloud computing resources
- Legal services
- Finance/Acc. software & services
- Data analytics & SaaS platforms

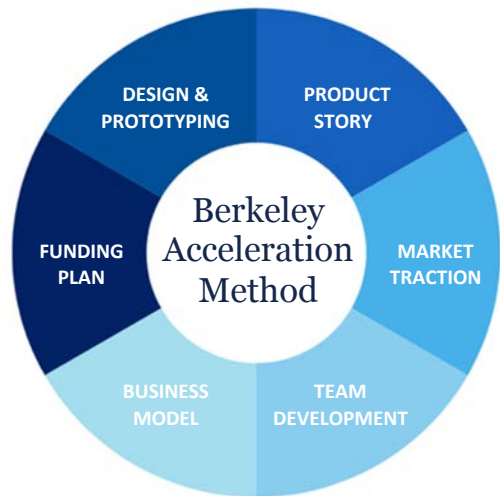
Funding

66%

Of Cohort teams raise funding

CORE programing is **customized** and **strengthened** through **specialty tracks**

CORE Programing

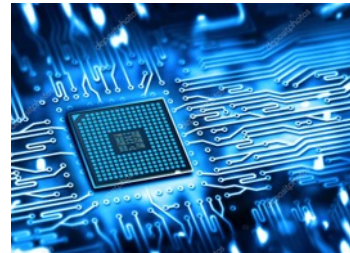
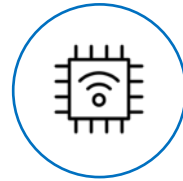


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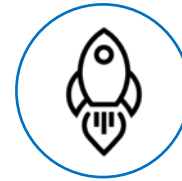
Specialized Tracks



Biotech



Chip/Hardware



Aerospace



FoodTech



Mobility

“SkyDeck provided my startup with unparalleled access to seasoned advisors as well as services that really helped us grow and scale”


- Andrea Wang, Founder of AHEAD Medicine



SkyDeck startups become part of our university's ecosystem




Our startups are **accelerated** towards **global growth** and **opportunities**




LimeBike

- Electric scooters
- Operated in over 30 countries
- <https://www.li.me/en-us/home>




krisp

- Noise reduction technology
- Yerevan, Armenia
- <https://krisp.ai>



kiwibot

- Robotic food delivery
- Bogotá, Columbia
- <http://www.kiwicampus.com/>



wetravel

- Travel payments
- Amsterdam, Netherlands
- <https://www.wetravel.com/>




adereso

- Enterprise software
- Santiago, Chile
- <https://www.adere.so/>




xendit

- Smart-payments
- Jakarta, Indonesia
- <http://www.xendit.co/>



LOVO
LOVE YOUR VOICE

- Dynamic voice control
- Seoul, Korea
- <http://www.lovo.ai/>



Next-Biotics

- Bacteria treatment
- Lima, Peru
- <https://www.next-biotics.com/>

Global Expansion Initiatives

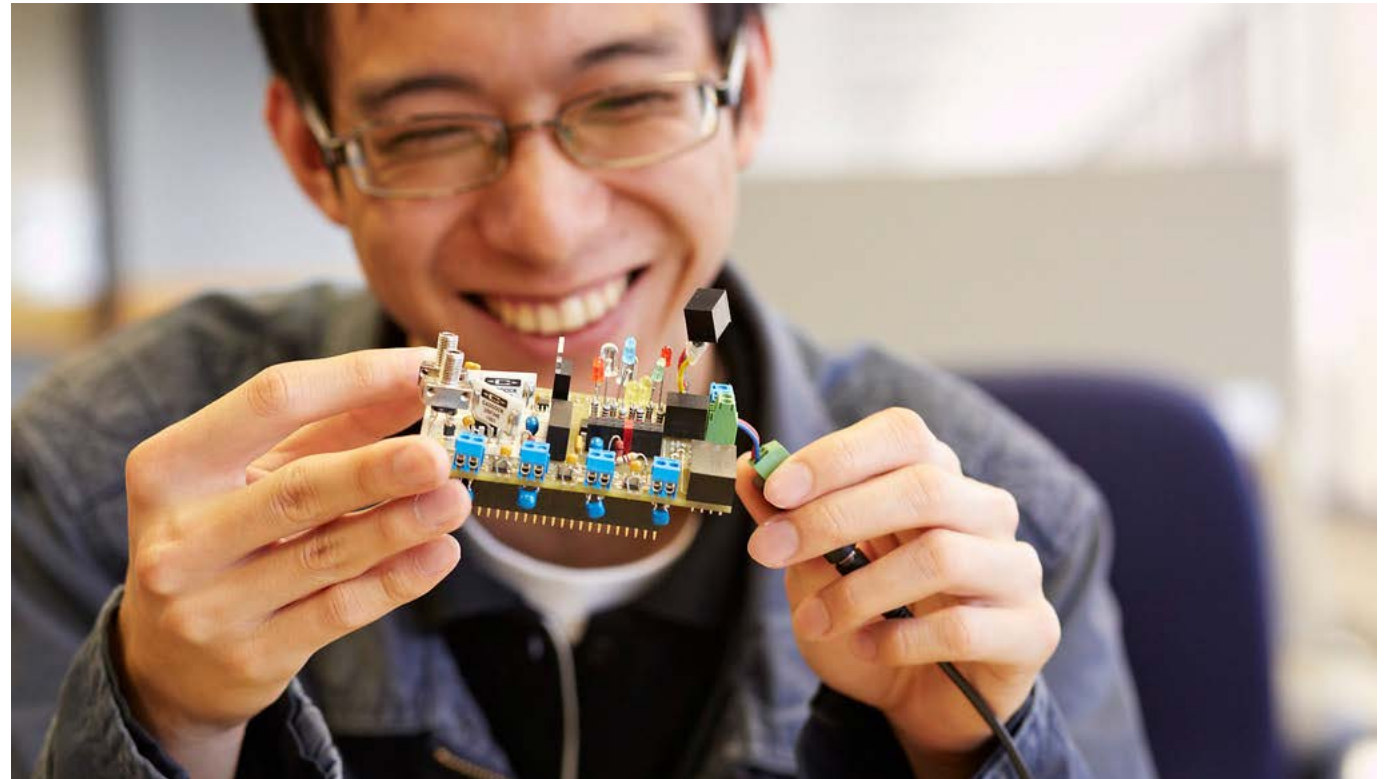
Berkeley SkyDeck is developing collaborative engagements with select academic institutions to establish SkyDeck satellite offices abroad, and develop joint-acceleration programs



Partnerships to be announced Spring 2021

“Coming from outside the US, I have found a powerful network and a wonderful home here at SkyDeck”

– Eduardo Alvarez, CEO of Workep



Together with our partners, we help our startups **develop, pilot, and launch**



SkyDeck Fund **Investors** ensure talented startups **get funded**

Limited Partners

SEQUOIA 

Mayfield

 SIERRA
VENTURES

 Canvas
VENTURES

Led SkyDeck Series A's

a16z

SEQUOIA 

Horizons  Ventures
维港投资

ECLIPSE

 First
Round

 ACORN
PACIFIC VENTURES

Data collective

 foundation
capital

A selection of our investors who support our SkyDeck
Fund and our startups

SkyDeck is as **dynamic and bold** as the **team** that runs it

SkyDeck



Caroline Winnett
Executive Director



Sibyl Chen
Senior Director,
Program



George Panagiotkaopoulos
Director, Global Innovation &
Partnerships



Gordon Peng
Program Coordinator



Jun Jiang
Global Innovation
Program Manager



Bing Li
Program Coordinator

SkyDeck Fund



Chon Tang
Founding Partner
UC Berkeley SkyDeck Fund



Brian Bordley
Director of Operations
UC Berkeley SkyDeck Fund

Our Board of Directors are part of our university's top leadership



Randy Katz

Vice-Chancellor for Research

Randy is a Fellow of the ACM and the IEEE, and a member of the National Academy of Engineering and the American Academy of Arts and Sciences. He has published over 250 refereed technical papers, book chapters, and books. His textbook, Contemporary Logic Design, has sold over 85,000 copies, and has been used at over 200 colleges and universities.



Rich Lyons

Chief Innovation and
Entrepreneurship Officer

Rich is a Professor of Economics and Finance at the Haas School of Business, where he served as dean from 2008 to 2018. In January 2020, he became the first Chief Innovation and Entrepreneurship Officer for the University of California, Berkeley. He oversees the development of the campus-wide innovation and entrepreneurship ecosystem including patenting and technology licensing.



Tsu-Jae King Liu

Dean, College of Engineering

Tsu-Jae joined the faculty of the University of California, at Berkeley in 1996, where she now holds the Taiwan Semiconductor Manufacturing Company Distinguished Professorship in Microelectronics. Her previous roles include Senior Director of Engineering in the Advanced Technology Group of Synopsys, Inc., Faculty Director of the Marvell Nanofabrication Laboratory, and Chair of the Electrical Engineering Division.



Ann Harrison

Dean, Haas School of Business

A renowned economist, she has dedicated her career to creating inclusive and sustainable policies in development economics, international trade, and global labor markets. She is one of the most highly-cited scholars globally on foreign investment and multinational firms. She is the author of dozens of journal articles and the editor of three books.

The SkyDeck as a Service (SaaS) Program

Designed for government & corporate partners

The **SkyDeck as a Service (SaaS)** program is a **collaborative initiative** between The University of California, Berkeley – SkyDeck, and partners interested in making **strategic investments** into the startup ecosystem to **effectively pursue their technology and innovation** initiatives. Through this program, SkyDeck offers partners the **opportunity to host their own accelerator tailored to their specific needs and goals, all powered by SkyDeck**. Ex.: “The USDA Accelerator – powered by Berkeley SkyDeck”

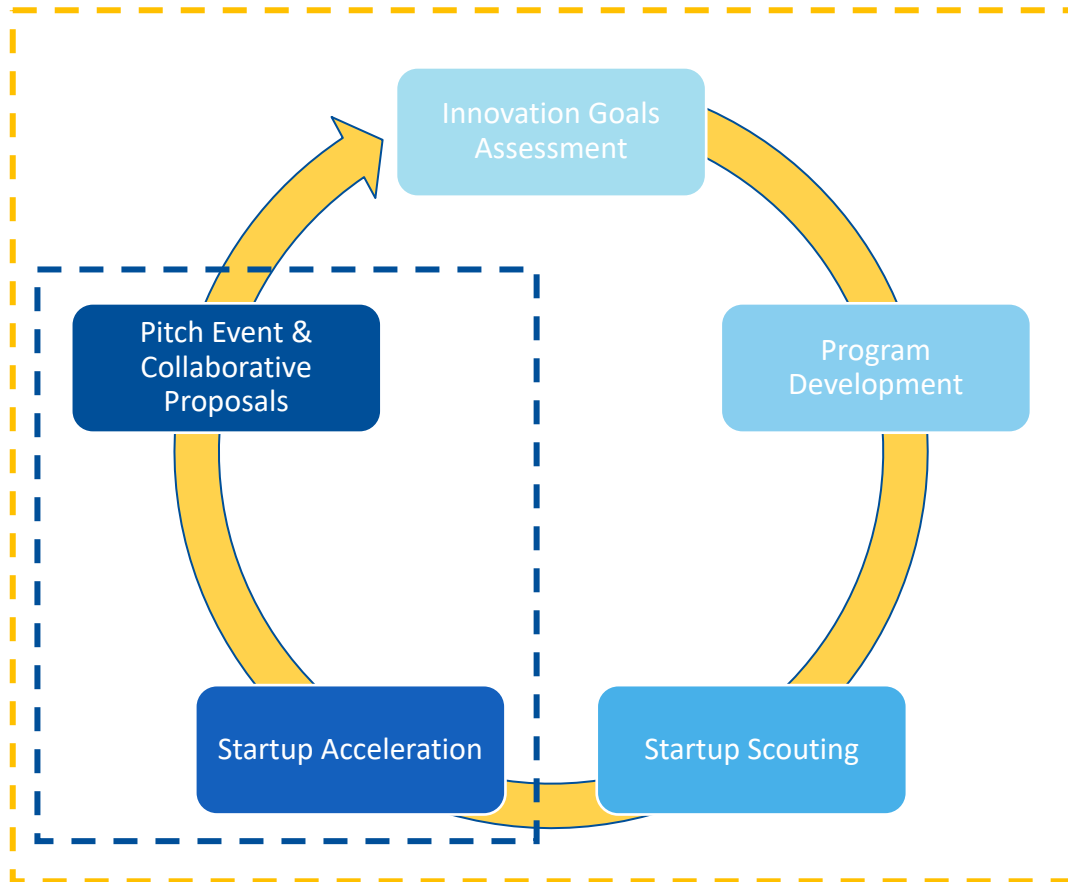
Benefits for participating startups

Startups chosen to participate in the program will be **accelerated** through **an intensive program of workshops, webinars, and networking events** hosted by UC Berkeley faculty, industry specialists, venture capitalists, accredited angel investors, and the SkyDeck leadership team. SkyDeck **welcomes SaaS partners from all industries and across different tech verticals** and works with companies to facilitate **tailor programming** towards their goals.



The SaaS program is a unique and highly successful pathway for SaaS partners to provide their current or newly sourced startups with the best chances to thrive and solve for your toughest challenges

Berkeley SkyDeck also offers acceleration programs as a service for government organizations interested in running their own accelerator designed for their specific needs and goals – powered by SkyDeck



Option 1: Source and accelerate new startups

SkyDeck will host a world-wide application to scout startups directly related to the partner's tech needs and challenges

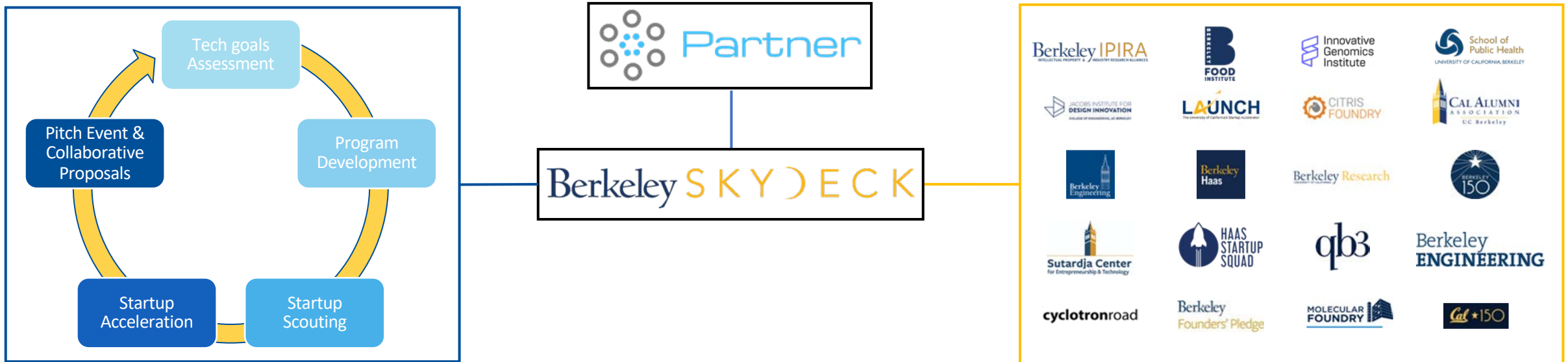
Government partners will work with SkyDeck to outline tech needs and innovation goals. SkyDeck will host a worldwide application and collaborate with government partners to interview and select the most relevant startups to join a 3 – 6 month acceleration program

Option 2: Accelerate current startups

SkyDeck will accelerate startups currently in government partner's portfolio

Government partner will have selected startups join SkyDeck's GIP program for a 3 – 6 month acceleration program

A targeted approach customized to specific needs and goals yields high value



Opportunities identified

- Targeted search yields relevant tech
- Directly applicable startups identified

Resources allocated

- Optional/flexible investment of time
- Low comparative cost

Value for company

- High yield of new opportunities
- Opportunity for large advances

Additional value

- Access to UCB talent
- Access to UCB resources

Approach yields high value

SaaS partners can choose their level of engagement with the program

There is no minimum level of involvement with the program from the partner's side. SkyDeck offers partners the opportunity to be as integral a part of the accelerator as their time permits. Partners may opt to:



Collaborate with SkyDeck advisors to review applications and interview prospective candidates



Host supplementary workshops to SkyDeck's Berkeley Acceleration Method (BAM) curriculum



Collaborate with SkyDeck to adjust curriculum to meet partners specific goals/needs



Host supplementary events; pitch competitions, presentations, round-table meetings, fireside chats, and more



Host regular office hours for startups attending the program



Involve internal company partners to provide mentorship to startups in the accelerator

SaaS partners can choose their level of engagement with the startups

SaaS partners are welcome to engage with startups selected to attend the program in any manner that is in line with their innovation ecosystem engagement thesis.



Offer investment opportunities to startups conditional upon entering the program



Develop proof of concepts with select startups



Run a pilot with startup technology to test capabilities and product/service fit



Acquire participating startups



Partner with startups as a customer/client

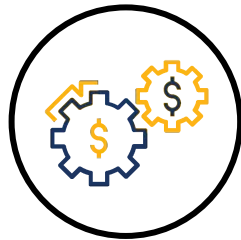
SaaS + ACE (Accelerating Careers in Entrepreneurship) Program



The SaaS program collaborates with Berkeley's Accelerating Careers in Entrepreneurship (ACE) academic program which offers talented undergraduate students an internship placement at SkyDeck to collaborate with SaaS startups for the duration of the program. Interns provide up to 40 hours of work focusing on the startups' needs



Business Development



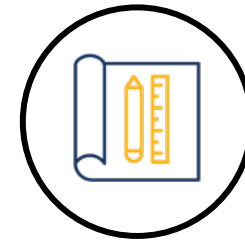
Business Strategy



Marketing



Coding



Design & Prototyping



Data Analytics

The ACE program is a valuable opportunity for startups to get the extra help they need to succeed

Participating SaaS Startups will receive:

SkyDeck Networking and Mentorship

- Admittance into SkyDeck's Innovation Partner program online **networking and resource platform**
- Access to **350+** advisors of UCB faculty, industry executives, VCs, and a network of investors and corporate partners
- Access to **200+ Advisor office hours**
- Opportunity to meet with additional SkyDeck staff **1:1 as requested**
- **Customized advisor meet and greet** events

Resources

- Registration to **Berkeley Acceleration Method (BAM) workshops**
- **\$500K+ in resources** including data analytics/SaaS platforms, cloud computing, legal, and financial/acc. services
- Opportunity to reach out to **advisors** individually to **schedule unlimited time to connect**
- Customized **introductions to UC Berkeley Faculty and campus divisions** as requested
- Access to postdocs, undergraduates, and Haas School of Business MBAs to **offer internship opportunities**

Opportunities

- **Specialty programming** provided as requested
- Opportunity to **present** at **SkyDeck's Showcase Event** with 200+ attendees
- Guaranteed **pitch to SkyDeck Fund Manager** – Chon Tang
- Guaranteed **first-round interview for full cohort** in subsequent term (if requested)
- Possibility to **receive follow-on investments** from the Berkeley SkyDeck Fund
- Access to **open work areas** on the penthouse floor (if visiting SkyDeck)
- Dedicated **desk space at SkyDeck** (if visiting SkyDeck)

SkyDeck does not receive any equity from participating startups

Program **Benefits** and Partner **Opportunities**



Accelerate Startup Growth

The program **aligns** the **resources and capabilities of SkyDeck's innovation and startup ecosystem** with the **needs of each startup** (e.g. network development, team growth, business modeling, product-market fit, customer dev., go-to-market strategy, investor relationship building, fundraising, etc.)



Silicon Valley Network

Develop a local **investor, corporate partner, and advisor network**



Leverage UC Berkeley for Deep Technical and Scientific Expertise

Connect with **faculty, researchers, and all innovation and technology divisions** across UCB



Institutional Program Expansion

Institutions can **provide cross-institutional programming in partnership with UCB**



Faculty Resources

Faculty will acquire the relevant resources **to commercialize, fund, and develop their technology**



Economic Development and Growth in Local Communities

Enable **knowledge transfer**, network to opportunities, and **develop an entrepreneurship culture**



Ecosystem Development

SaaS partners can **drive a profound impact on the innovation and startup ecosystems in the participating organizations' local community** by establishing and driving local business, hiring employees, identifying new social market needs and stimulating demand for solutions.

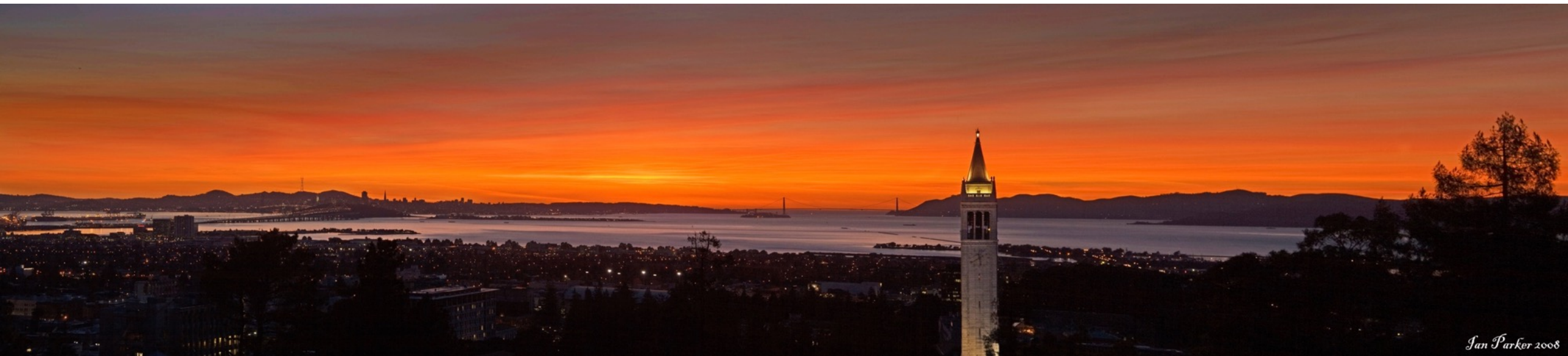
SkyDeck as a Service Program Details

- **Program term:** *3 – 6 months*
- **Program dates for Spring '21:** *May 3 (or optional)*
- **Number of workshops:** *~ 55 workshops (~ 60 hrs.)*
- **Time for networking events, fireside chats, etc.:** *~ 30 hrs.*
- **Number of office hours available:** *200+*

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