



*Berkeley* SKYDECK



# SkyDeck is UC Berkeley's global accelerator and incubator

SkyDeck was founded in 2012 with the **goal of centralizing UC Berkeley's efforts of accelerating the worlds most talented startups by providing the intellectual and physical tools needed to succeed** including:

a **network of world class faculty, investors, and executive advisors, a robust and dynamic curriculum, and access to the resources of the worlds #1 ranked public university**

## Mission

*To develop and support the entrepreneurship and innovation ecosystem both locally and abroad, by helping startups solve big problems through technology focused solutions*

## Goals

- Accelerate startups towards success in Silicon Valley, and around the world*
- Become the world's most successful accelerator with a global reach of talent and resources*

## Values



Founder focused



Rigorous



Creative



Globally connected



Dynamic



Bold

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

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## Incubator (HotDesk)

- Open to UC Berkeley affiliates
- ~ 100 startups accepted
- 6-month incubation program



## Accelerator (Cohort)

- Open to all applicants
- 15 - 30 startups accepted
- 6-month acceleration program



## Global Innovation Program (Fast Track)

- Offered in partnership with GlobalSF, designed for international startups
- Soft landing into Silicon Valley
- Quickly develop a valuable network of advisors, investors, corporate partners
- 3-month program

# SkyDeck is value driven, impact oriented, and **focused on startups' success**

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## Startups per term

**134** 15 Cohort Teams  
18 GIP Teams  
101 HotDesk Teams

## Applications

**1850+**

## YoY Application Growth

**2.2x**

## Total Investments

**\$1.2B**

Investment raised by SkyDeck Teams

## Acceptance Rate

**~ 1.3%**

## Advisors

**250+**

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

## Resources

**\$700K**

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

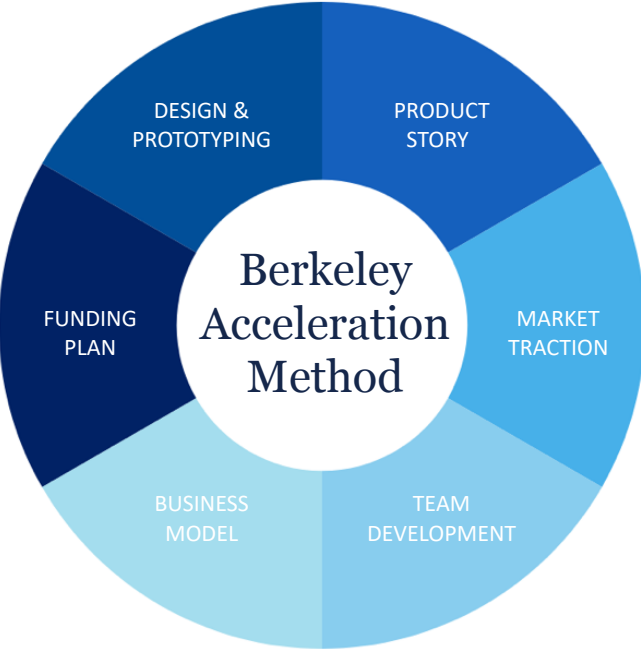
## Funding

**66%**

Of Cohort teams raise funding

# CORE programming is **customized** and **strengthened** through **specialty tracks**

## CORE Programing

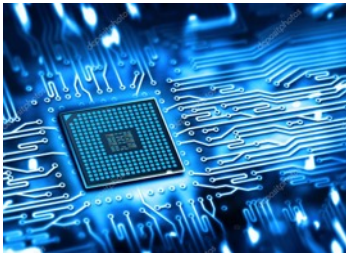
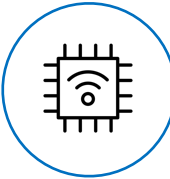


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## Specialized Tracks



Biotech



Chip/Hardware



Aerospace



FoodTech

# We're not just an accelerator, we're part of something even bigger

## University Partners



# Global Expansion Initiatives

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

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Partnerships to be announced Spring 2021

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





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

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## 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

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## 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 **entrepreneurs, techeis, and leaders**

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Randy Katz

Vice-Chancellor for Research



Rich Lyons

Chief Innovation and  
Entrepreneurship Officer



Tsu-Jae King Liu

Dean, College of Engineering



Ann Harrison

Dean, Haas School of Business

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 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 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.

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 Global Innovation Program

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## SkyDeck and GlobalSF Partnership

SkyDeck has partnered with **GlobalSF** to offer a **Global Innovation Program** designed to accelerate **international startups** to thrive in the San Francisco Bay Area and across the globe. The program is for **government organizations, academic institutions, corporations, and VCs** who make strategic investments to accelerate their startups towards growth and expanded opportunities

## Benefits for participating startups

Participating startups will attend 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**. The program is suited for startups from various industries and across different funding stages and the staff works with companies to facilitate custom programming tailored towards their goals



**The Global Innovation Program is a fast-track and highly successful pathway for connecting startups to the Silicon Valley ecosystem**



# Participating Global Innovation Program **Startups will receive:**

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<b>SkyDeck Networking and Mentorship</b>	<ul style="list-style-type: none"><li>• Admittance into SkyDeck’s Global Innovation Partner program online <b>networking and resource platform</b></li><li>• Access to <b>250+</b> advisors of UCB faculty, industry executives, VCs, and a network of investors and corporate partners</li><li>• Access to <b>200+ Advisor office hours</b></li><li>• Opportunity to meet with additional SkyDeck staff <b>1:1 as requested</b></li><li>• <b>Customized advisor meet and greet</b> events</li></ul>
<b>Resources</b>	<ul style="list-style-type: none"><li>• Registration to <b>Berkeley Acceleration Method (BAM) workshops</b></li><li>• <b>\$700K+ in resources</b> including data analytics/SaaS platforms, cloud computing, legal, and financial/acc. services</li><li>• Opportunity to reach out to <b>advisors</b> individually to <b>schedule unlimited time to connect</b></li><li>• Customized <b>introductions to UC Berkeley Faculty and campus divisions</b> as requested</li><li>• Access to postdocs, undergraduates, and Haas School of Business MBAs to <b>offer internship opportunities</b></li></ul>
<b>Opportunities</b>	<ul style="list-style-type: none"><li>• <b>Specialty programming</b> provided as requested</li><li>• Opportunity to <b>present</b> at <b>SkyDeck’s Showcase Event</b> with 200+ attendees</li><li>• Guaranteed <b>pitch to SkyDeck Fund Manager</b> – Chon Tang</li><li>• Guaranteed <b>first-round interview for full cohort</b> in subsequent term (if requested)</li><li>• Possibility to <b>receive follow-on investments</b> from the Berkeley SkyDeck Fund</li><li>• Access to <b>open work areas</b> on the penthouse floor (if visiting SkyDeck)</li><li>• Dedicated <b>desk space at SkyDeck</b> (if visiting SkyDeck)</li></ul>

Participants will receive a certificate of program completion signed by the Executive Director of SkyDeck

# Program Benefits and Partner Opportunities

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## Silicon Valley Network

Participating organizations and institutions will **develop a local investor, corporate partner, and advisor network**



## Accelerate Startup Growth

The program **aligns the resources and capabilities of SkyDeck's innovation and startup ecosystem with the specific 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.)



## Leverage UC Berkeley for Deep Technical and Scientific Expertise

Partners can **connect with UC Berkeley faculty, researchers, and relevant innovation and technology divisions** across the University



## Institutional Program Expansion

Participating institutions will have the ability to **provide cross-institutional programming in partnership with the University of California, Berkeley**



## Ecosystem Development

GIP 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.



## Economic Development and Growth in Local Communities

Partners can **jumpstart innovation at an institutional level by enabling and facilitating the transfer of knowledge, practical business skills and expertise, operational methodologies, developing the local entrepreneurship and startup culture**, and connecting to opportunities



## Faculty Resources

**Faculty** in participating academic institutions will be **provided with the relevant training and resources to commercialize, fund, and develop their technology**

# Global Innovation Program Details

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- **Program term:** *3 months*
- **Program dates for Spring '21:** *April 26 – July 23*
- **Number of workshops hours:** *~ 92 workshops at 85 hrs. (~ 6.5 hrs/week)*
- **Number of office hours available:** *200+*
- **Number of networking events, fireside chats, roundtable meetings, etc.:** *(determined at the beginning of every cohort)*



*Jan Parker 2008*

Become part of a **community inspired by your goals, and committed to your success**

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***Darlene Chiu-Bryant***

*Executive Director*



***Laura Jenkins***

*Director of Partnerships*