

Panasci Technology Entrepreneurship Competition (TEC) 2012, last updated 1-4-12

JANUARY 2012

- Month of Jan. Work to develop idea, build your team (contact CEL offices for resource and ideas on how to do this) meet 1 on 1 with Tom Ulbrich, Executive Director, UB Center for Entrepreneurial Leadership to flesh out idea. 1 on 1 meetings currently being scheduled for January 19th contact mgt-cel@buffalo.edu to schedule or call Linda Anderson, 716-885-5715. If unable to meet on 1-19 please suggest another meeting date and time to take place by end of January, 2012, attend 1st "In It To Win It" Training below.
- January 19 Scheduled 1 on 1 meetings held with Tom Ulbrich, Jacobs Management Center, UB North Campus, Room 239.
- January 26 "In It To Win It" Training (1) 5-6:00 pm, Jacobs Management Center, Room 140, UB North Campus
Is Your Big Idea an Opportunity? Tom Ulbrich provides training on:
- Market and Margin Issues
 - Competitive Advantage
 - Overall Potential
- January 27 Complete TEC 20. <http://mgt.buffalo.edu/entrepreneurship/panasci/TEC20>
Complete and submit team application, <http://mgt.buffalo.edu/apps/cedPanasciApplication/>
due via online submission or e-mail mgt-cel@buffalo.edu by 3:00 p.m. Any questions can be directed to Janine Tramont at 716-885-5715
- Deadline to RSVP for February Business Plan Writing Seminar (see details below) *Team captain to RSVP any/all team members and mandatory for at least 1 team member to attend.
- January 31 Deadline to have completed 1 on 1 meeting with Tom Ulbrich.

FEBRUARY 2012

- Month of Feb. Teams continue to work to prepare a draft written business plan (can utilize free LivePlan Software), attend "In It To Win It" Trainings 1, 2 and 3(see details below) and prepare for the First Round Pitch on Feb. 29 utilizing pitch template. For pitch [template copy](#) or [free Live Plan Business Plan Writing Software instructions](#) contact jtramont@buffalo.edu
- February 1 Mandatory Business Plan Writing Seminar, 3:00 to 5:00 pm, UB STOR, 1576 Sweet Home Road, Amherst, Conference Room 206/208. Team members encouraged to attend for full benefit. RSVP by 1-27 to mgt-cel@buffalo.edu
- February 2 "In It To Win It" Training (2) 5-6:00 pm, Jacobs Management Center, UB North Campus, Room 140
Opportunity Shaping, Tom Ulbrich provides training on:
- Quick Screen Profile
 - Opportunity Research and Opportunity Strategy Statement
 - Competitive Landscape
- February 9 "In It To Win It" Training (3) 5-6:00 pm, Jacobs Management Center, UB North Campus, Room 140
How Will We Make Money? Tom Ulbrich provides training on:
- Mining the Value Chain
 - Break Even
 - Cash Flow Conversion Cycle
 - Timing Key Operational Activities
 - Considering Flaw, Assumptions and Risk

February 29 First Round Pitch: Up to 10 semifinalist teams (chosen by advisory panel) submit a draft business plan and make a PowerPoint Pitch – Location TBD, 12:00-5:00 p.m.

MARCH 2012

March 2 Semifinalist teams notified by 3:00 p.m. via e-mail. Teams must schedule mandatory meeting with UB STOR to clear IP, contact Kim Rohring, 716-645-8135, to schedule and complete meeting prior to March 30th.

March 2 Team Coaches Assigned – Contact Your Coach by March 7th to set up a meeting schedule. Work with coaches to perfect your written business plan and live pitch.

March 14 Panasci Presentation Skills Training – Mandatory for semifinalists – locations TBD, 3:00-5:00 p.m.

March 30 Written Business Plans and Signed Terms of Agreement due by noon: **EIGHT** copies signed and delivered to the CEL offices, first floor, Jacobs Executive Development Center, 672 Delaware Avenue, Buffalo

APRIL 2012

April 13 Judges return written business plans by noon to CEL offices, first floor, Jacobs Executive Development Center, 672 Delaware Avenue, Buffalo

April 16 Panasci TEC finalists announced. Applicants informed via e-mail by 3:00 p.m. of status to participate in Panasci TEC LIVE competition and judging on April 27

April 20 PRACTICE Competition and Judging (finalist teams) All finalist teams bring presentations on jump drive and present to a mock panel of judges, Center for Tomorrow, North Campus, 3:00-8:00 p.m.

April 26 (Revised PowerPoint) submitted via e-mail, mgt-cel@buffalo.edu by midnight for LIVE competition and judging

May 2 Panasci LIVE Competition & Judging (finalist teams), Center for Tomorrow, North Campus 3:00-6:00p.m.