

OPEN OFFICE HOURS

THE PROGRAM

The Open Office Hours program is a free program of the Venture Cafe Foundation which aims to connect entrepreneurs and prospective entrepreneurs to expert advisers and thereby help increase their chances of business success.

Why Become an Adviser ...

As an Expert Adviser in Venture Cafe's Open Office Hour Program, not only will you be able to help entrepreneurs, you will connect with some of the most innovative companies in the New England region. Each week, as part of the Foundation's programming we have dozens of startups come to our locations.

www.vencaf.org/openofficehours



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A PROFILE OF OUR ENTREPRENEURS

The entrepreneurs and prospective entrepreneurs that frequent Ventre Cafe fall into the following stages:

Concept Stage:	24.41%
Seed Stage:	23.21%
Funded Stage:	12.78%
Growth Stage:	24.11%
Mature Stage:	15.49%

The vast majority of those who seek advice through our Open Office Hour program are in the early stages of their idea or venture. The adviser's role will be over a long term to assist the entrepreneur or prospective entrepreneur to make solid progress in their project.



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SELECTION CRITERIA FOR ADVISERS

The selection criteria for new Advisers is based on our experience with what entrepreneurs need to move forward their businesses.

ENTREPRENEURS

Entrepreneurs with a successful track record including the following:

- Bootstrapping to scale
- Significant fundraising
- Successful exit
- 10+ years of startup experience

GENERAL BUSINESS PROFESSIONAL

Professionals with 10+ years experience in one or more of the following areas:

- Business development
- Finance
- Marketing & Sales
- Operations



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SELECTION CRITERIA FOR ADVISERS

INDUSTRY-SPECIFIC PROFESSIONAL

Professionals with significant early-stage or industry expertise with
10+ years of experience in one of the following professions:

Accountants

Finance

Human Resources

Lawyers

Marketing/PR

Consultants with a track record of work with startups at a large firm.

Etc.

INVESTORS

- Investors with 3+ years of experience
- Angel investors
- Corporate investors
- Venture capitalists



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SELECTION CRITERIA FOR ADVISERS

TECHNICAL EXPERTS

Technical Experts with specific, topical expertise in an area of rapid innovation. These include but are not limited to:

Artificial Intelligence / Machine Learning

Automation / Robotics

Biotech / Life Science

Chemistry/ Materials Science

EdTech

FinTech

Hardware

Health IT

Internet of Things

Software

Transportation

etc.



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CATEGORIES OF EXPERTISE

We are looking for experts in the following areas.

Business Development/Sales

Finance

Engineering (Software or Hardware)

Healthcare Systems

Legal

Manufacturing/Distribution

Marketing

Operations

Organizational Design & Team

Product Development

Raising Capital & Funding

Sales

Strategy and Business

User Experience

