SYMPOSIUM X

Frontiers of Materials Research
Authoritative Reviews for Nonspecialists

April 2 – 4, 2002

Chairs

Zhenan Bao
Bell Laboratories-Lucent Technologies
Rm 1A 261
Murray Hill, NJ 07974
908-582-4716

Eugene A. Fitzgerald
Dept of MS&E
MIT
Rm 13-5153
Cambridge, MA 02139
617-258-7461

Ulrich M. Goesele
Max Planck Inst for Microstructure Physics
Halle, D-06120 GERMANY
49-345-5582-657

Kenneth P. Rodbell
IBM T.J. Watson Research Ctr
MS 05/225
Yorktown Heights, NY 10598
914-945-1012

*Invited paper
This symposium is the Society's principal vehicle to maintain the interdisciplinary and integrative nature of its mission within the materials community with invited reviews. Leaders in various specialties represented by the topical symposia present reviews designed for materials researchers who are NOT specialists in the reviewed field.

SESSION XI:
Chair: Zhenan Bao, Eugene A. Fitzgerald, Ulrich M. Gosele and Kenneth P. Rodbell
Tuesday Afternoon, April 2, 2002
Salon 7 (Marriott)

4:30 P.M. **X1.1**

The purpose of this talk is twofold. The first is to give the materials research community an unvarnished look behind the scenes of the world of venture capital. How are venture capital partnerships structured? Where does the money come from? What does the investor food chain look like from seed investment to IPO? What are the criteria by which investment decisions are made? What are VCs looking for in a start-up idea? What are they looking for in a team? What should an entrepreneur look for in a VC? What is the best way for an entrepreneur to get the attention of a venture capitalist?

What role, if any, can incubators, advisors, and placement agents play in the process? What do the basic mechanics look like for an early-stage investment? What is the best way to make sure interests stay aligned between investors and entrepreneurs throughout the process? What makes corporate investors different from venture investors? What role can a committed academic researcher who does not want to leave the academic pile in launching a company? Why is it critical to structure intellectual property agreements properly? When is the right time to go commercial? What common mistakes are the easiest to avoid? What does the venture capital environment look like in the post-dot-com world? What did the investment community learn from the crash? What will the investment community never learn? Why does the presenter believe that the applied materials industry represents the next great opportunity in venture investing?

The second purpose of this talk is simple. It is to shamelessly encourage potential entrepreneurs in the audience to contact the presenter if they are actively considering launching a company. Let's get rich together. Email: wfrezen@am.com

SESSION XI:
Chair: Zhenan Bao, Eugene A. Fitzgerald, Ulrich M. Gosele and Kenneth P. Rodbell
Wednesday Afternoon, April 3, 2002
Salon 7 (Marriott)

4:30 P.M. **X2.1**
FROM MATERIALS AND DEVICES TO BUILDING AND SELLING A COMPANY. Parviz Tajebani, Nortel Networks, Wilmington, MA.

ABSTRACT NOT AVAILABLE

SESSION XI:
Chair: Zhenan Bao, Eugene A. Fitzgerald, Ulrich M. Gosele and Kenneth P. Rodbell
Thursday Afternoon, April 4, 2002
Salon 7 (Marriott)

4:30 P.M. **X3.1**
MATERIALS IN THE HISTORY OF WINE. Stefan Entmehl, Texas Tech University, Lubbock, TX.

In many respects, the story of wine is the story of Western Civilization. The importance of wine is reflected by the vast array of deities that have been associated with it over the millennia. But the production of stable and quality wines that are easy to store and transport raises many technological challenges. The making and preservation of wine evolved from a mysterious art to a quasi-exact science, often born of trial and error. This aspect of the history of wine involves technologies and materials first discovered and improved by ancient civilizations. The road from the earliest wines fermented in clay jars to today's delicate Champagnes or lascivious Sauternes has been long and bumpy indeed. In this talk, a few of the major turns along this road will be discussed, with emphasis on materials issues. My hope is that this lecture will entice you to learn more of life through this fascinating window: the story of wine.

A networking session will immediately follow Symposium XI each day. It will be held in the Grand Assembly area outside of Salon 7. Light refreshments will be provided courtesy of the 2002 Spring Meeting Chairs.