

VC Breakfast Club

VC Breakfast with Guest VC: David Hartwig of SAP Ventures

Sheppard Mullin Palo Alto

01.17.2013

The VC Breakfast Club - at Sheppard Mullin Richter & Hampton LLP

provides a terrific opportunity for up to 10 entrepreneurs to meet with a VC or Angel Group in a relaxed, informal setting, to build relationships and get valuable feedback on their startup idea. Participating entrepreneurs deliver an elevator pitch, and the guest VC provides immediate feedback, enabling fast, effective, accessible mentoring and relationship development.

Entrepreneurs will be given 5-10 minutes to discuss their business with the VC. Depending on the number of attendees for each event there may be more or less time to speak.

To get the most out of these breakfast meetings, attendees should be prepared to provide a clear, concise elevator pitch about their business, and be able to answer questions from the VC.

This event is intended for entrepreneurs seeking feedback on their startup ideas and funding strategies. Please do not register if you do not fit this profile. Seating is limited to 10 entrepreneurs!

To help you structure your approach and make your pitches more concise, please download the guide listed below under Resources, titled - Getting to Wow by Bill Reichert of Garage.

This event is co-sponsored by Sheppard Mullin Richter & Hampton LLP.

Guest VC - David Hartwig, Managing Director

Dave joined SAP Ventures in 2006 and currently focuses on investments in On Demand Applications, Big Data Infrastructure, Financial Services (technology and tech-enabled financial services), as well as Digital Media. He has led or helped manage investments in Datria, Greenplum (EMC), Lithium, On Deck Capital, Ops Technology (RP), Payscale, Ping Identity, Qumu (RIMG), TicketFly, and Tremor Video. Dave started his venture investing career at Battery Ventures in 1997, where he worked on data-center, software, and components investments. More recently he was a VP and co-founding member of the technology team at American Capital. Prior to working in venture capital, Dave was with Deloitte Consulting where he managed enterprise software and contact-center technology implementation projects. He received an MBA from the University of California, Berkeley and a BSE with honors from Princeton University.

NOTE - You must be pre-registered for this event to attend (and have a confirmation number). We do not allow walk-ins to this event. Thank you

[Click here](#) for a description of the VC Breakfast Club.