



P.O. Box 15760  
San Diego, CA 92175-5760  
Tel: 619-236-9400  
Fax: 619-236-8940  
sndforum@mit.com  
www.sddt.com/mitforum

**Executive Committee**

**President**  
John Foley

**Chairman**  
Allen Pogler

**Programs**  
Steve Glass  
Mike Giulianotti

**Panels**  
Mike Bertolino  
Mike Krenn

**Marketing**  
Anette Asher  
JoAnn Michael

**Sponsorship**  
Kathleen Glass  
Gary Davis

**Logistics/Communications**  
Chris Lussier  
Sean Whiteley-Ross  
Irwin Hurn

**Special Programs**  
Mark Lee  
Steve Delong

**Treasurer**  
Stephen Parker

**Sponsors**

Alpha Business Services  
Alliance Staffing Associates  
Balboa Travel, Inc.  
Barney & Barney  
BIOCOM  
Brobeck, Phlenger & Harrison  
Brown, Martin, Haller & McClain  
CONNECT  
Cooley Godward LLP  
Coopers & Lybrand LLP  
(International Sponsor)  
Ernst & Young LLP  
Gray Cary Ware & Freidenrich  
Grossmont Bank  
Johnson & Higgins  
Knobbe, Martens, Olson &  
Bear  
Luce, Forward, Hamilton &  
Scripps  
Lyon & Lyon  
Pillsbury, Madison & Sutro  
Price Waterhouse LLP  
Procopio, Cory, Hargraves &  
Savith  
Proxima  
QUALCOMM, Incorporated  
SAIC  
SDSU Entrepreneurial  
Management Center  
Sorrento Associates, Inc.  
Technology Directory  
Publishing  
Technology Locator  
Corporation  
The San Diego Daily Transcript  
The Townsend Agency

**UPCOMING EVENTS**

**Wednesday, September 16, 1998 5:00 - 8:00 PM**

**Title: Accentric: Fort Knox for the Internet?**

**Presenter: Bob Bingham, CEO of Accentric & SimpleNet**

Issues for the panel: How can Accentric sell their high speed Internet access? Should they focus marketing efforts on T-3 connectivity, Web server colocation or dedicated servers?

Location: La Jolla Marriott Hotel - 4240 La Jolla Village Dr.

Time: 5:00 - 8:00 PM, presentation begins at 6:15 PM. Networking time (5:00 - 6:15 and 7:30 - 8:00) will include an **expo** featuring our volunteers' businesses. Pasta and Caesar Salad will be served buffet-style.

Cost: \$25 prepaid reservations, \$30 at the door, \$20 students. Those who preregister will be listed on a posted "Who's Here Tonight?" roster to facilitate networking.

**Monday, September 28, 1998 3:30 - 6:30 PM**

**Title: Entrepreneurship-Starting and Running New Businesses**

**Presenter: Alex d'Arbeloff** -- Chairman of the MIT Corporation and Founder and Chairman of Teradyne, Inc. -- will be speaking in Cambridge, MA and can be heard **live via satellite** in Qualcomm's auditorium. David Sarnoff, Professor of Management of Technology at MIT's Sloan School of Management, will moderate.

Location: Qualcomm Auditorium - 6455 Lusk

Time: 3:30 - 6:30 PM, presentation from 4:00 - 6:00 PM. Soda and cookies will be served during networking before and after broadcast.

Cost: \$15.00. Those who preregister will be listed on a posted "Who's Here Tonight?" roster to facilitate networking.

**October 21, 1998 5:30 - 8:00 PM**

**Title: Building Technology Enterprises in the New Millennium**

**Moderator: Nola Masterson, President/CEO, Science Futures, Inc.**

**Panelists: David E. Robinson, Chair/President/CEO Ligand Pharmaceuticals  
Kenneth Potashner, Chair/President/CEO, Maxwell Technologies  
Paul Eichen, President/CEO of Rokenbok Toy Company  
Richard Grannis, V.P. & Treasurer, Qualcomm**

Location: La Jolla Marriott Hotel - 4240 La Jolla Village Dr.

Time: 5:30 - 8:00 PM, presentation from 6:15 - 7:30. Networking 5:30 - 6:15 and 7:30 - 8:00. Pasta will be served buffet-style.

Cost: \$25 prepaid reservations, \$30 at the door, \$20 students. Those who preregister will be listed on a posted "Who's Here Tonight?" roster to facilitate networking.

For more information or reservations please call 619-236-9400 or visit the Forum's Web Site at [www.sddt.com/mitforum](http://www.sddt.com/mitforum).

### Benefits of MIT Enterprise Forum Sponsorship

- **Exposure** Showcase your products or services and meet potential clients with a tabletop display at our semi-annual EXPOS.
- **Exposure** Be featured once a year in our newsletter's Sponsor Spotlight column.
- **Exposure** Your web site will be linked from our web site ([www.sddt.com/mitforum](http://www.sddt.com/mitforum)). People who contact us for information about high-tech entrepreneurship will connect to your site directly and recognize you as a supporter of emerging technology businesses.
- **Recognition** Receive prominent listings in our monthly newsletter which reaches over 1,500 professionals and entrepreneurs, and on our letterhead used for all correspondence.
- **Recognition** Be listed in our monthly program, complete with a description of your business specialty, company contact and telephone number. This is read by approximately 200 business people at each MIT Enterprise Forum meeting.
- **Recognition** A customized slide showing your company name and logo will be prominently displayed by our projection system on a ten foot screen during the networking portion of each monthly program.
- **Access** Gain an insider's opportunity to work with our Board of Directors, president and committee chairs as we develop programs, appoint panelists and select featured companies.
- **Free passes** Receive 18 complimentary tickets to use at any of our monthly programs throughout the season, a savings of up to \$540. Use them yourself or your employees, clients and guests.

By sponsoring the MIT Enterprise Forum, you become part of an exclusive group of firms and individuals who are dedicated to making San Diego a place for technology businesses to grow and prosper. We look forward to having you join us. The annual sponsorship fee is only \$2,500. Please call me directly to arrange a personal interview with our Chapter president or myself to answer your questions.

Regards,



Gary Davis

Sponsorship Committee Chair

619.300.7065