

Charles Lax's Speaking Engagements

Date	Event	Location	Topic/Role
May-2014	Boston University's Entrepreneurial Strategic Roundtable	Boston, MA	Panelist
May-2014	Bentley University	Waltham, MA	Guest Lecturer, "A Venture Capital Primer"
June-2013	Atlantic Venture Conference	Halifax, Canada	Presenter, "Driving your Company into the Pathway of Liquidity"
April-2013	12th Annual Research Money Conference at the National Arts Center	Ottawa, Canada	Panelist, "The Financing Landscape"
November-2012	Canadian Innovation Exchange Top 20 Live Showcase	Toronto, Ontario	Speaker
December-2011	Canadian Innovation Exchange at the MaRS Centre	Toronto, Ontario	Panelist, "Getting Financing Done: A How to, From Concept to Exit"
November-2011	SeNSE (Network of Entrepreneurs in Baton Rouge, Louisiana) Pitch Night Event	Baton Rouge, LA	Judge
July-2011	Montreal Startup Festival	Montreal, Quebec	Panelist, "What VCs are After"
April-2011	Boston University's Graduate School of Management Program "Financing for Start-Ups"	Boston, MA	Keynote Speaker
April-2011	Boston University's School of Management program "New Venture Competition"	Boston, MA	Judge
December-2010	Canadian Innovation Exchange	Toronto, Ontario	Panelist, "Going Global: How International Investors are Putting Their Capital to Work in Canada and How You Can Work With Them."
July-2010	Summit at Stanford	Palo Alto, CA	Panelist, "Mobile Content Creation, Distribution and Consumption"
June-2010	Venture Summit East, Presented by AlwaysOn	Cambridge, MA	Panelist, "Mobile Roundtable"
April-2010	Mind Your Own Business - The Radio Show	Radio: WBNW 1120 AM	Featured Guest
April-2010	IEEE Boston Entrepreneurs' Network	Waltham, MA	Panelist, "Raising Money from VC's"
March-2010	Boston University's 5th Annual Tech Strategy Business Case Competition	Boston, MA	Judge
January-2010	Deloitte TMT Predictions 2010 Toronto	Toronto, Ontario	Panelist, "Spotting the key trends that will impact your business"
December-2009	Canadian Innovation Exchange	Toronto, Ontario	Panelist, "US Investors: The View From America"
October-2009	Banff Venture Forum 2009	Banff, Alberta	Panelist, "Meet the Investors"
July-2009	MIT Enterprise Forum Startup Clinic	Cambridge, MA	Panelist
June-2009	Dow Jones Private Equity Analyst Limited Partners Summit 2009	New York, NY	Panelist, "Beyond Sequoia and Kleiner Perkins: Does VC Still Make Sense For LPs?"
April-2009	New Enterprise Class, MIT Sloan School of Management	Cambridge, MA	Guest Lecturer
March-2009	Boston University's 4th Annual Tech Strategy Business Case Competition	Boston, MA	Judge
February-2009	2009 Corporate Venture Capital Summit	Cambridge, MA	Panelist, "Building The Bridge - Corporate & Traditional Capital"
February-2009	Canadian Venture Capital Training	Boston, MA	Guest Speaker, "U.S. Venture Capitalists Share their Perspectives"
November-2008	2008 New England Venture Summit	Burlington, MA	Panelist, "VC Smackdown"
November-2008	Mass Tech Leadership Council	Lexington, MA	"What are the next hot opportunities for VC & angel investment?"
October-2008	Banff Venture Forum 2008	Banff, Alberta	Panelist, "Venture Financing Without Borders" and "Meet the Investors - The Current Investment Landscape."
June-2008	Massachusetts Alliance for Economic Development 15th Annual Conference	Boston, MA	Panelist, "Changing Times, Changing Strategies: Meeting the Challenge of the Downturn"
May-2008	CVCA Annual Conference 2008	Montreal, Quebec	Panelist, "Follow-On Financings - Opportunities and Pitfalls"
April-2008	Ocean Tomo Spring 2008 IP Auction	San Francisco, CA	Panelist, "Managing Your Portfolio Company's Patent Initiatives"
March-2008	Boston University's 3rd Annual Tech Strategy Business Case Competition	Boston, MA	Judge

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March-2008	Boston University Student Alumni Council's "Connect for Success"	Boston, MA	Speaker
February-2008	Boston University School of Management Symposium	Boston, MA	Panelist, "Private Equity: Investment in an Era of Increasing Market Volatility"
February-2008	Harvard Business School VC & PE Conference	Cambridge, MA	Moderator, "Building Venture Capital-backed Companies."
January-2008	Private Equity Analyst Outlook 2008	New York, NY	Panelist, "The Great Debate: How Will Private Equity Fare In 2008?"
January-2008	NVCA Webcast, "The Latest Trends in Venture Capital Deal Terms"	Webcast	Panelist
November-2007	2007 New England Venture Summit	Burlington, MA	Panelist, "Negotiating the Deal"
June-2007	Red Herring East	Boston, MA	Panelist, "Is the VC Model Broken?"
March-2007	Brown Rudnick's "A Global Outlook: Raising Capital through an AIM Listing"	Boston, MA	Panelist
February-2007	Harvard Business School VC & PE Conference	Boston, MA	Panelist, "Enterprise Venture Capital"
December-2006	North American Venture Capital Summit	Quebec City, Quebec	Featured Speaker, "Building Your Network"
November-2006	Tofias Annual Management Conference	Foxboro, MA	Panelist, "The Companies We Invest in and Why"
November-2006	ACG Boston's 2006 Technology Conference	Needham, MA	Moderator
November-2006	Boston Entrepreneur's Network: Strategic Alliances & Partnerships	Waltham, MA	Guest Speaker
October-2006	Ottawa Venture & Technology Summit	Ottawa, Canada	Panelist, "Capital Markets Showdown"
October-2006	Franklin Club	Waltham, MA	Guest Speaker
September-2006	Carroll School of Graduate Management at Boston College	Newton, MA	Guest Lecturer, New Venture Generation
August-2006	128 Innovation Capital Group	Boston, MA	Keynote Speaker
June-2006	New York Venture Capital Summit	New York, NY	Panelist, "Negotiating the Deal"
June-2006	The London Stock Exchange AIM Market: Securing Capital through an AIM Initial Listing	Newton, MA	Panelist, "Liquidity Alternatives for Venture-backed Companies"
May-2006	Nantucket Conference	Nantucket, MA	Speaker, "Deals I Did, Deals I Didn't Do"
April-2006	MRS Entrepreneurship Challenge	San Francisco, CA	Judge
April-2006	Boston University Business Plan Competition	Boston, MA	Judge
March-2006	BU and Motorola First Annual International Strategy Business Case Competition	Boston, MA	Sponsor / Judge
February-2006	Wind Networking Group Conference	Foxboro, MA	Speaker
January-2006	Northeastern University Leaders in Entrepreneurship Series	Boston, MA	Keynote Speaker, "How to Get a Company Funded"
September-2005	Ottawa Venture and Technology Summit	Ottawa, Canada	"Investing in Emerging Canadian Companies in 2006"/Speaker
September-2005	pulver.com's Fall VON	Boston, MA	"VoIP Investment Horizons"/ Keynote Speaker and "VC Investments in VoIP"/Panel
June-2005	Private Equity Analyst Limited Partners Summit East	New York, NY	"The Great Debate: The Venture Capital Market Is/Is Not Heading For Another Big Fall"
May-2005	Private Equity Analyst Limited Partners Summit Europe	Paris, France	"Disclosure, Valuation Standards: Lessons From the United States"
April-2005	MIT Technology and Entrepreneurship Forum	Cambridge, MA	"Key Trends and Developments in Technology"/Speaker
April-2005	Boston University Business Plan Competition	Boston, MA	Panelist / Judge

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April-2005	Entrepreneurship at Swarthmore: The Jonathan R. Lax '71 Conference on Entrepreneurship	Swarthmore, PA	Speaker / Moderator
March-2005	Atlantic Canada Opportunities Agency Briefing	Boston, MA	Guest Speaker
March-2005	Franklin Club	Boston, MA	Guest Speaker
March-2005	MIT Sloan School of Management Course	Boston, MA	"The CEO Perspective: Managing in Adversity"/Speaker
March-2005	Boston University presents "Velocity"	Boston, MA	"Trends and Development in VC Funding"
November-2004	Canada - US Venture Capital Conference	Quebec City, Quebec	Guest Speaker
September-2004	IDG Wireless Sensing Solutions Conference	Chicago, Illinois	VC's Spill the Beans on Terms for Investment/Speaker
September-2004	Silicon Alley Entrepreneur's Club Global Technology Venture Congress	New York, NY	"Strategic Partnership is Key to Success"
September-2004	The Northeastern University High Technology MBA Program, Strategic Entrepreneurship Residency	Ashland, MA	"The Difference Between a Good Technology, A Good Product and a Good Business"
May-2004	NVCA Annual Meeting	San Francisco	Young Venture Capitalist Case Study/Speaker
May-2004	BU School of Management Business Plan Competition	Boston, MA	Panelist/Judge
March-2004	Boston University MBA Event	Boston, MA	"Current State of Venture Capital Industry"/Panel
March-2004	2004 Toronto Venture Fair	Toronto	Meet the Investor's Panel - Out of Province / Foreign
March-2004	West AM Annual Meeting	Scottsdale, AZ	"WiFi and Beyond" Wireless/Presenter
October-2003	Boston University School of Management	Boston, MA	Business Plan Competition/Judge
March-2003	Boston University School of Management	Boston, MA	Lunch and Learn Event
December-2002	MIT Software Symposium	Cambridge, MA	"I See a Light"/Panelist
June-2002	ROI - The Key to Selling in Today's Environment	Burlington, MA	Panel
June-2002	Current Trends in Distressed M&A	New York, NY	Panel
May-2002	Critical Success Factors in Raising Venture Capital	Waltham, MA	Speaker
May-2002	MIT Enterprise Forum, Making it to the Big Leagues	Boston, MA	"Building and Retaining your Fan Base – ROI: The Key to Selling in Today's Environment"
July-2001	VentureOne Exchange	Boston, MA	Business Plan Competition Judge
June-2001	Breakthrough 2001	San Francisco, CA	Speaker
May-2001	Jonathan R. Lax Conference on Entrepreneurship	Swathmore, PA	Speaker
May-2001	MIT Software Symposium	Cambridge, MA	Speaker/Panelist
May-2001	Convertible Bonds Conference	New York, NY	Speaker
May-2001	Boston University Graduate School of Management	Boston, MA	Commencement Speaker
May-2001	NYC Internet Economy Conference	New York, NY	Speaker
April-2001	Boston University Marketing Symposium	Boston, MA	"Leadership Challenges in a Changing Economy"
April-2001	IBF Conference "Venture Capital Investing in Emerging Technology"	New York, NY	"Early Stage Investing in Innovative Technology Based Companies"/Panelist
March-2001	eSports Conference	Las Vegas, NV	"Technology Investments and Sporting Goods"

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January-2001	The M&A Advisor Annual Conference and Expo	New York, NY	Current Trends in Distressed M&A
January-2001	Cambridge Business Development Center	Cambridge, MA	"The Idea of Liquidity"
December-2000	Executive MBA Alumni Event	Boston University	Panel
November-2000	SpringBoard 2000	Babson College	Bootcamp Session
November-2000	Comdex Bear Stearns Spinout	Las Vegas, NV	Luncheon Keynote
November-2000	Megunticook CEO Roundtable	Boston, MA	VC Panelist
November-2000	AAll Dinner	Newton, MA	Dinner Keynote
November-2000	Boston University EMBA Alumni Event	Boston, MA	Luncheon Keynote
October-2000	Grant Thornton International 2000 IT Conference	Boston, MA	VC Panel Discussion
October-2000	MIT Venture Capital Group	Cambridge, MA	Keynote Speaker
September-2000	Panel: Corporate Venture Forum	New York, NY	"Closing the Deal"
September-2000	Capital 2000 Summit	Montreal, Quebec	"Discovering E-Commerce Opportunities in Global Markets"
July-2000	128 Venture Capital Group	Newton, MA	"Is the Internet Party Over?"
June-2000	Banc of America Securities ISS. 2000	Boston, MA	Luncheon Keynote
June-2000	Thomas Weisel Internet Forum 2.0	Aspen, CO	Panelist
June-2000	Bear Stearns Technology Conference	New York, NY	"VC Visionaries at the Speed of Light"/Keynote Speaker
May-2000	IBF Conference	New York, NY	Panelist
April-2000	Northeastern University Leaders in Entrepreneurship Series	Northeastern University	Picking Internet Winners/Keynote
February-2000	Thom Weisel Internet Conference	Boston, MA	Luncheon Keynote
February-2000	IBF Conference	Rancho Mirage, CA	Panelist
January-2000	Private Equity Summit	New York, NY	Speaker
December-1999	Harvard Business School Breakfast	Cambridge, MA	Speaker
November-1999	TIE Conference	Waltham, MA	Panel
November-1999	DB Alex Brown Investment Conference	Baltimore, MD	Panel
November-1999	Venture Forum	Boston, MA	
November-1999	Financing Alternatives for Growth Companies	Las Vegas, NV	Panel
October-1999	Alley Cat Conference	San Francisco, CA	Winning the Internet
September-1999	MIT Sloan Communication Symposium	Cambridge, MA	"The VC/Investment Banker View"