

WHERE ARE THEY NOW?

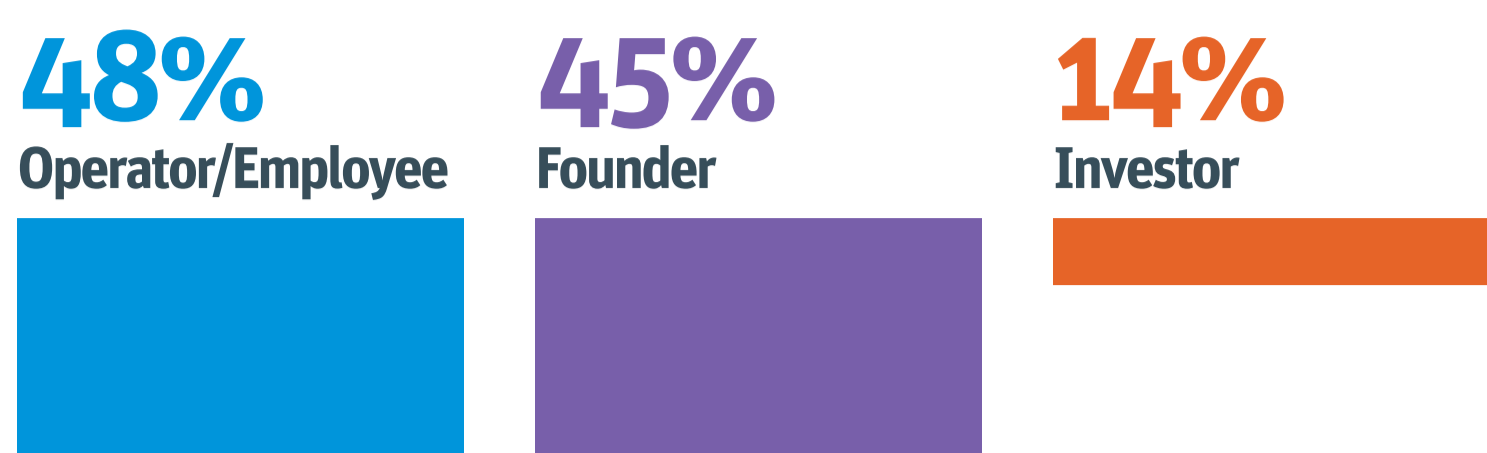
Alumni from SVB Trek are working with some of the most innovative companies in tech. We recently surveyed all previous Trek participants to learn more about how they are helping to change the world.

“The conversations I had at Trek were downright eye-opening: I learned about a revolution in aircraft production, the intricacies of sound design, the US hospital system, the entrepreneurial landscape of the United Kingdom, and the mental health environment in India.”

— Daniel Miyares, Associate Product Manager, Uber

MOST ARE FOUNDERS OR OPERATORS

The fact that a large majority of our alums are entrepreneurs or have operating experience is not surprising. Hailing from such companies as Flatiron, Flexport, Apple and Google, these individuals have direct experience in helping companies scale. Many Trek alumni have also joined the venture capital community as investors as well.



Respondents could select more than one role

“My responsibilities? Managing my staff of 30, expansion, analytics, recruiting, billing – basically everything business-related.”

— Lynn Wang, Managing Director, TotalCare



46% of SVB Trek Alumni founders have funding

Notable publicity also seemed to help Trek alumni in the quest for funding, including winning pitch competitions, mentions in broadcast or print media, and affiliation with accelerators.

SVB TREK ALUMNI FOUNDERS HAVE FUNDING

Nearly half of Trek’s founders have already obtained significant funding for their ventures, an important indicator of a promising business plan and anticipated success. And 30% of our attendees have raised more than \$1M.

Case in point: Blake Teipel is pleased to be part of that 30% having just raised a Series A as CEO of Essentium – a manufacturing company aiming to bridge the gap between 3D printing and machining at scale.

A QUARTER OF ATTENDEES WENT FROM EARLY HIRE TO OPERATOR

At a quarter of the companies where Trek alumni are working, including Fractal Therapeutics, Interphase Materials, Reheva Botanicals and TotalCare, operators were among the earliest hires.



25% of operators were early hires

Responsibilities for the Trek crew ranged from securing projects for the Department of Defense to working alongside a CEO to build go-to-market launch strategy to getting the company to clinical trial stage.

“A company becomes the people it hires, not the plan it makes.”

— Vinod Khosla, renowned entrepreneur, technology exec and venture capitalist

People will shape the future of your company. A crew of junior CEOs will take on any task and knock it out of the park, understanding they should add value wherever and whenever needed.



14% are VC analysts or associates focused on sourcing and deals

VARIETY OF FIRMS, RESPONSIBILITIES OF TREK ALUMS

Alumni hail from heavy hitters such as Sequoia Capital, Bessemer Venture Partners, Redbird Capital & Stripe – and besides helping to drive deal sourcing and execution, due diligence and market analysis, this group is launching new funds, spearheading sector-specific research coverage and managing portfolio companies.

TREK ALUMNI HAVE JOINED TOP ACCELERATORS

Trek alums at these companies cited the affiliation with an accelerator being a supportive force in quickly pivoting ideas based on customer discoveries, placing a company’s first international investment and even gaining promotional coverage on television.

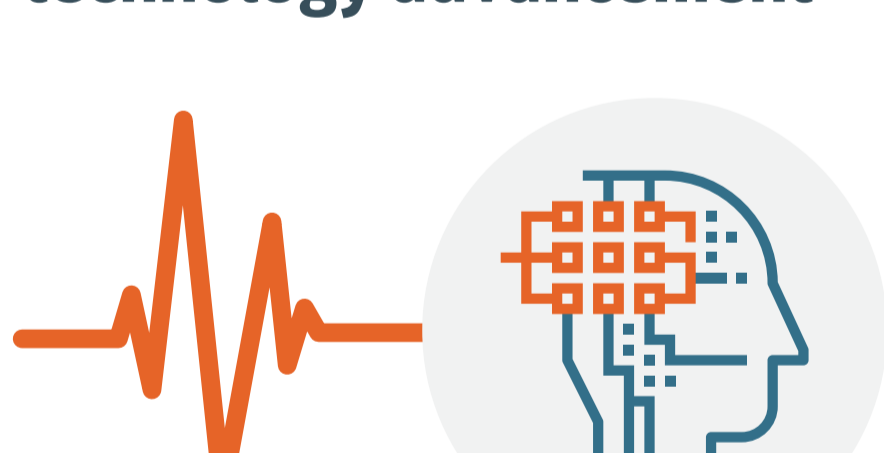


7% joined Accelerator, finished with funding

Outlook – according to our Trek alums

We asked Trek alumni their thoughts on the next big thing, upcoming challenges foreseen and disruption theories. Here’s what they said.

AI will be the most significant technology advancement

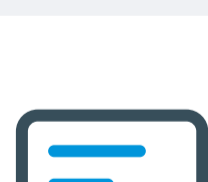


While AI was a clear frontrunner, our alums referenced cancer biotech, blockchain, autonomous vehicles, computer vision, machine learning and various types of automation (food, industrial, healthcare, transportation) as other areas ripe for advancement.



“I’m most excited for the moment when computers are able to discern more information from complex images and visual environments than humans are.”

— Sumit Minocha, Stealth mode



“Startups today vastly underestimate the operational prowess needed to execute on large-scale problems...it’s estimated that 66% of a CEO’s time is spent on administrative, operational tasks.”

— Jeffrey Zhao, Microsoft

Funding will be the biggest challenge facing startups

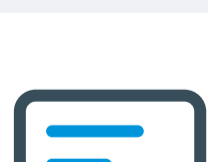


Other challenges noted that received honorable mentions include hiring, operations and an impending economic slowdown.

Finance, healthcare, and transportation will continue to be disrupted



Outside of the leading selections, we saw a wide range of suggestions on industries ripe for disruption – other mentions included AI, security, government, farming and aerospace.



“I love seeing the increase in transportation mobility options like scooters, rideshare, etc. This also helps potentially force public transportation services to work with value-add companies.”

— Kevin Yanos, Product Manager, Cargo Systems, Inc.

“At Trek, I met individuals who could diagnose cancer in less than 5 seconds, run 3 startups in different countries, run student venture funds at their respective colleges, convert kinetic energy into electrical energy, save honey bees from going extinct, and, from scratch, devise a startup ecosystem in their hometown.”

— Brian Cho, Founder & CEO, Resonado

LEARN MORE ABOUT HOW TO GET INVOLVED IN TREK

Interested in being considered for SVB’s next Trek class? Email Kamal.Hassini@svb.com; application window opens in Fall.