

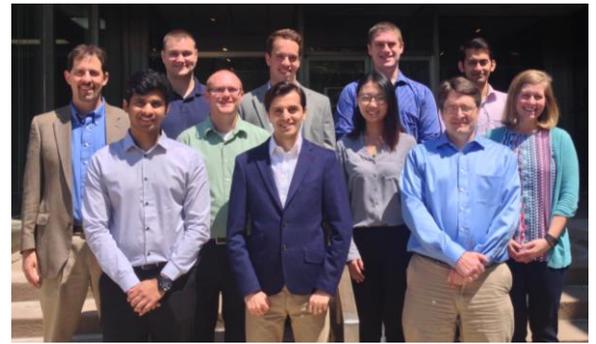
EDGE Fellows Summer Program Summary 2016

Goal of the EDGE Fellows Summer Program:

EDGE Fellows research the up-side potential for new business concepts provided by area business leaders. Nearly 50% of the projects studied over the past 10 years have generated new revenue for Northeast Ohio. The program provides students with a truly entrepreneurial experience; connects them with regional leaders and industries; and encourages them to keep their expertise in the NE Ohio area after graduation.

2016 EDGE Fellows Program:

- **10 entrepreneurial graduate interns** were assigned in cross-functional teams of two to study the feasibility of the new business ideas from regionally-based companies.
- EDGE assigned **business mentors** to student teams, linked students with **Host Companies**, and connected them with industry experts to assist with their research efforts.
- EDGE Fellows addressed **five new business projects** from different industries, including healthcare - data analytics and logistics, medical devices (2) and innovative technology for oil and gas fracking markets.
- **Two project ideas** came from past EDGE Fellows now in leadership positions. Both from Class of 2014.
- **Participating Companies:**
Apollo Medical, Centerline Biomedical, PartsSource (2), and Terves (a division of Powdermet).
- **Hosts of EDGE Fellow Meetings:**
Hyland Software, E&Y, Cleveland Clinic Innovations, Pentair, Akron Global Business Accelerator, J.M. Smucker Co., Improve! Consulting and Training, and JumpStart. Most meetings were hosted by past EDGE Fellows.
- **Program Sponsors:**
Burton D. Morgan Foundation and The Harvard Business School Club of Northeast Ohio.



2016 EDGE Fellows

Front: Nagarjuna Murakonda, Reza Madad, Bill Hall
Middle: Chris Keller, Adam Belcher, Shan Lang,
Mary Beth Clemons
Back: Tom Czerny, Anthony Manna, Evan Tuttle,
Vikram Singh

Host Companies See Great Value:

All five host companies rated their **overall EDGE Fellows experience as a "10" (on a scale of 1 – 10).**

- "Effort, organization, and passion led to a successful, seamless internship with very useful output."
- "I was running two different research programs simultaneously, and the EDGE Fellows far outpaced the other organization I was working with."
- "I was impressed with the depth of their effort and the sophistication of the model they provided to us, particularly when we had provided them with a virtually unknown product for a market they knew nothing about."

EDGE Fellows Love the Experience:

EDGE Fellows consistently rate their **overall experience very highly** → **"9.2"** (out of 10) in 2016.

Favorite Parts:

- "100% ownership in what to submit. Flexibility in schedules. Good network of people to give feedback on projects."
- "The camaraderie was great. Taking time each Friday to get away from the chaos of the core project to learn other things was wonderful. The assistance and openness to help from the EDGE team was also nice. "
- It forced me out of my comfort zone, making me tap into other skills which don't get used as much, which helps increase my confidence for other things. I also enjoyed seeing what else the area offered."
- "The opportunity to run with the project, with trust and a great amount of freedom to do the project in our way in order to answer the partner company's questions."