



# MIT GLOBAL STARTUP WORKSHOP

**dream big.**  
**dream tech.**

**@Centara  
Grand & Bangkok  
Convention Centre at  
CentralWorld**  
26-27 March, 2018

**@Sasin School  
of Management**  
28 March, 2018

**tools for  
innovation-driven  
entrepreneurship**

**a technology + startup focused conference  
with panels, workshops and competitions**

Book your seats at [gsw.mit.edu/](http://gsw.mit.edu/)  
Student early bird rate until February 28





**MIT Global Startup Workshop**  
**March 26-28, 2018 | Bangkok, Thailand**

**Dream big. Dream tech.**  
**tools for innovation driven entrepreneurship**

The MIT Global Startup Workshop is proud to invite student, faculty, entrepreneurs, investors, and government officials to participate in the 21st annual Global Startup Workshop (MIT GSW 2018) from MARCH 26-28, 2018 at the Centara Grand & Bangkok Convention Centre at CentralWorld, and Sasin School of Management.

MIT GSW 2018 will feature :

- 10 panel discussions featuring MIT faculty and regional tech entrepreneurs
- 10 hands-on workshops led by MIT innovation and entrepreneurship experts
- 5 keynote addresses by regional and international business leaders
- 3 competitions
- 3 days and 2 networking sessions

Emerging startups are invited to apply for the MIT GSW Elevator Pitch Competition (EPC), Business Plan Competition (BPC), and Startup Showcase.

Competition finalists will receive one-on-one mentorship from MIT and local experts, and have a chance to win up to \$15,000 USD in cash prizes. In addition, the BPC winner and runner-up will be matched with an MIT student and directly accepted to the final round of the prestigious MIT \$100K Competitions during the month of May.

To register for the conference and apply to the competitions, visit our website at :

**<http://gsw.mit.edu/2018>**

We hope you can join us at MIT GSW 2018!  
For questions, please contact: [gsw-contact@mit.edu](mailto:gsw-contact@mit.edu)

**learn more and apply at [gsw.mit.edu](http://gsw.mit.edu)**  
**deadline to apply for competitions: March 2, 23.59 ICT**

in collaboration with Sasin School of Management  
and the MIT Association of Thailand



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## tools for innovation-driven entrepreneurship

MIT Global Startup Workshop 2018

### Monday, March 26th 2018

@Centara Grand  
& Bangkok Convention Centre at CentralWorld

08:00 – 09:00	Registration
09:00 – 09:30	Welcome Address
09:30 – 10:15	<b>Keynote on Thailand 4.0</b>
10:15 – 11:00	<b>Keynote</b>
11:00 – 11:15	Coffee Break
11:15 – 12:15	Panels: - <b>Innovating Ecosystems</b> - <b>Evolving E-Commerce in ASEAN</b>
12:15 – 13:30	Lunch
13:30 – 14:15	<b>Keynote</b>
14:15 – 14:30	Coffee Break
14:30 – 16:00	Workshops: - <b>Pitching: “I haven’t got all minute”</b> - <b>Workshop for Executives</b>
16:00 – 16:15	Coffee Break
16:15 – 17:15	Panels: - <b>AgriTech: Building a Sustainable Future</b>
17:15 – 18:00	<b>Keynote</b>
18:00 – 20:00	Startup Showcase & Reception

### Wednesday, March 28th 2018

@Sasin School of Management

### Tuesday, March 27th 2018

@Centara Grand & Bangkok Convention  
Centre at CentralWorld

09:00 – 09:45	<b>Keynote</b>
09:45 – 10:00	Coffee Break
10:00 – 11:00	Panels: - <b>FinTech &amp; Blockchain</b> - <b>EnergyTech: Powering a Cleaner Environment</b>
11:00 – 11:15	Coffee Break
11:15 – 12:15	Panels: - <b>UrbanTech: Livable Smart Cities</b> - <b>HealthTech: It’s Getting Better</b>
12:15 – 13:30	Lunch
13:30 – 15:00	Workshops: - <b>Leadership and Team Building</b> - <b>Entrepreneurial Finance: Raising More Money</b>
15:00 – 15:15	Coffee Break
15:15 – 16:00	<b>Keynote</b>
16:15 – 17:30	Elevator Pitch Competition
19:30 – 22:30	VIP Networking Session

09:00 – 09:45	<b>Keynote</b>
09:45 – 10:00	Coffee Break
10:00 – 11:00	Panels: - <b>Diversity: It Makes a Difference</b> - <b>EducationTech: The Future of Learning</b> - <b>Machine Learning, AI, &amp; Big Data: Friend or Foe?</b>
11:00 – 12:30	Workshops: - <b>Mastering Market Segmentation</b> - <b>Effective Networking</b> - <b>Ideation: I’d no Idea!</b> - <b>EdTech Case Study</b>
12:30 – 14:00	Lunch
14:00 – 15:30	Workshops: - <b>Effective Entrepreneurial Strategies</b> - <b>Scaling Your Business</b> - <b>Rapid Practical Prototyping</b> - <b>Creative by Design Thinking</b>
15:30 – 15:45	Transitional Time
15:45 – 16:45	<b>Business Plan Competition Part I</b>
16:45 – 17:00	Coffee Break
17:00 – 18:00	<b>Business Plan Competition Part II</b>
18:00 – 18:30	Closing Remarks & Awards Ceremony





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and at Sasin School of Management  
26-28 March, 2018

learn more and apply  
at [gsw.mit.edu](http://gsw.mit.edu)

## STARTUP SHOWCASE

\$2,000 USD

Present your tech to investors!

## ELEVATOR PITCH COMPETITION

\$1,000 USD

You have 60 seconds to present your idea!

## BUSINESS PLAN COMPETITION

FIRST PRIZE  
\$10,000 USD  
RUNNER UP  
\$2,000 USD  
and more!

Get automatic admission to the Startup Showcase,  
and 1-on-1 mentorship from MIT mentors!

learn more and apply at [gsw.mit.edu](http://gsw.mit.edu)  
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# GSW 2018 Competitions Overview

Learn more and apply today at <https://gsw.mit.edu/2018/>  
**deadline to apply for competitions: March 2, 23.59 ICT**



**\$2,000 USD**

## STARTUP SHOWCASE 26 MARCH, MONDAY

### FORMAT

Startups **display their products/services** to over **750 attendees** at GSW. Meet with potential **investors, mentors, and government officials**. Join us for a post-showcase **networking night** for startups.

### ELIGIBILITY

Startups must have less than \$250,000 USD in annual revenue to be eligible.



**\$1,000 USD**

## ELEVATOR PITCH COMPETITION (EPC) 27 MARCH, TUESDAY

### FORMAT

Up to **30 entrepreneurs** pitch their idea in 60 seconds to a panel of judges in a **fast-paced, rapid-fire** competition. Win up to **\$1,000** in prize money to **launch your idea!**

### ELIGIBILITY

Any entrepreneur with an idea or problem they want to solve should apply. You don't need to have a startup, just an idea!



**1st \$10,000 USD**  
**2nd \$2,000 USD**  
**and more!**

## BUSINESS PLAN COMPETITION (BPC) 28 MARCH, WEDNESDAY

### FORMAT

Up to **12 teams** present their current startup to a panel of judges. Startups in the BPC are automatically given a spot **at the Showcase**. Win **\$10,000** in prize money and more to **launch your idea**. Receive **1-on-1 mentorship** from entrepreneurs and business leaders from **MIT and Thailand**.

### ELIGIBILITY

Startups must have raised less than \$250,000 USD from angel investors, venture capital, or other equity sources to be eligible.