



Jack M. Gill, Ph.D. is a Texas native with a chemistry and engineering degree from Lamar University and a Ph.D. in Organic Chemistry from Indiana University.

His 33-year career in Silicon Valley includes a lifetime of involvement in cutting edge science, medical, and high-tech companies. As an entrepreneur, he helped pioneer the field of chromatography. Dr. Gill was founder and CEO of a successful scientific instrument and computer business. As a senior executive, he was executive vice president of the world's largest laser company. Jack cofounded one of Silicon Valley's leading high-tech venture capital firms. As a venture capitalist, he has founded and/or financed over 100 companies in the computer, software, communications, Internet, medical and biotech industries.

Jack currently teaches entrepreneur courses at **Harvard Medical School, MIT, Rice** and **Indiana University**. He strongly believes that education plays the critical role for success in life. In his words,

Education provides the best opportunities for:

- ◆ *personal growth and development,*
- ◆ *career and professional achievement,*
- ◆ *income and family security, and*
- ◆ *success in building satisfying relationships.*

This career planning model was developed by Dr. Gill, through his life experience with thousands of Entrepreneurs in Silicon Valley and Boston-New England. It is intended to serve as a tool to help aspiring young entrepreneurs access opportunities in leading high-tech companies & VC backed startups.



- ◆ Vanguard Founders: Jack M. Gill, Ph.D. & David Rammler, Ph.D.
- ◆ Founded in 1981 in Palo Alto, California
- ◆ \$500 million capital under management
- ◆ All Vanguard Partners are technologists with senior management and entrepreneurial founding experience
- ◆ Investments across the USA with partners in:
 - ◆ Palo Alto, California
 - ◆ Houston, Texas
- ◆ Vanguard founds and finances high-tech startups in three industries:
 - ◆ Life sciences, medical, health care
 - ◆ Telecom equipment
 - ◆ Software, Internet, eCommerce
- ◆ Vanguard-backed companies have:
 - ◆ Created over 25,500 jobs
 - ◆ Aggregate \$40 billion annual sales
 - ◆ Made over 200 millionaires
 - ◆ Earned leading market shares globally
 - ◆ Provided top tier returns to investors
 - ◆ Created over \$100 billion in market value
 - ◆ Returned over \$1 billion to investors
- ◆ The Vanguard VII fund, \$240 million, was established in July 2000.
- ◆ Managing partners of Vanguard VI & VII are Don Wood, Dan Eilers, Bob Ulrich and Tom McConnell. Jack Gill retired in 2000.

www.vanguardventures.com

SCIENTIFIC AND MEDICAL ENTREPRENEURS

CAREER OPPORTUNITIES

FOR

PH.D.S, M.D.S, AND MBAS



RICE UNIVERSITY

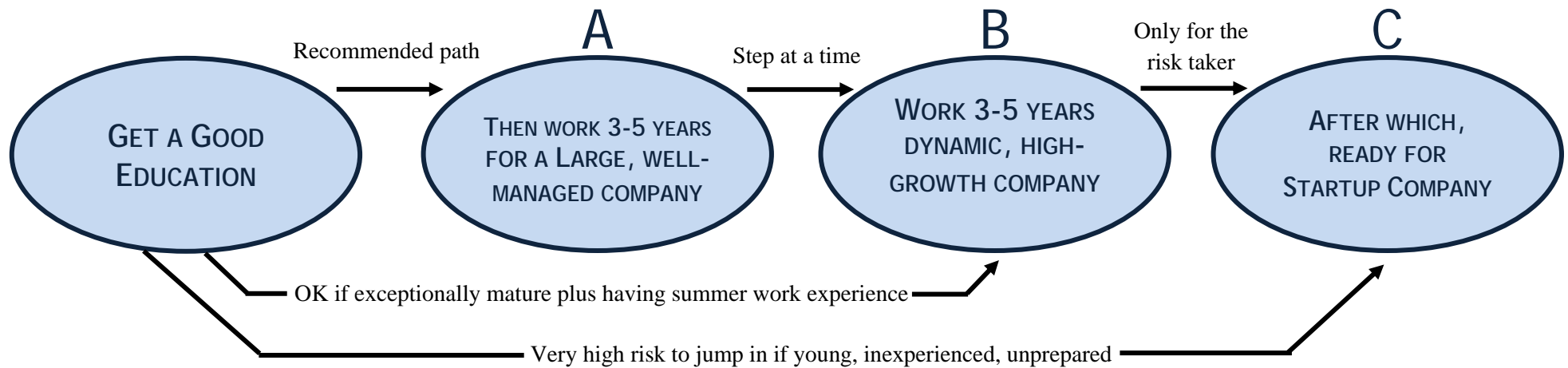
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Jack M. Gill, Ph.D.

The Jack Gill ABC Model for High-tech Careers



Student Era Undergraduate/Graduate

- ◆ Get solid undergraduate education: science and engineering degrees will get more job choices
- ◆ Then obtain a M.S. or Ph.D. in a Technical Field
 - Sky's the limit
- ◆ BS technical & MBA is also a good combination
- ◆ Very important...
 - Diverse summer job experiences
 - Good references

The Big Multinationals 5-15% Growth

- ◆ E.g. HP, IBM, GE, Shell, Merck, Samsung, Sony, Disney, Lilly
- ◆ Best fit right out of school
 - Bed down basics
 - Develop maturity
 - 99% managed right
 - Vertical jobs
 - Slow career development
- ◆ Low risk, high security
- ◆ Yet no longer "lifetime employment"
- ◆ Get name brand on resume
- ◆ Great launch platform

Hot Companies 20-30% Annual Growth

- ◆ E.g. Cisco, Dell, Intel, Google, Microsoft, eBay, Oracle, Yahoo, Apple, Amgen
- ◆ Fast paced horizontal opportunities
- ◆ Latch on to mentors
- ◆ Development of interpersonal skills
- ◆ Very fast personal development curve
- ◆ Milk for experience
- ◆ First equity participation
- ◆ Rapid job changes (*reorg*)

Startup Companies 30-100%+ Growth

- ◆ E.g. \$10-100M sales
 - VC-backed companies
 - High tech startups
- ◆ Major responsibility, senior mgmt. position
- ◆ Equity participation via stock options
- ◆ Significant risks, but high potential
- ◆ Risk culture, bumpy road
- ◆ High failure rates
- ◆ Movers, shakers, and mentors
- ◆ ***Make it Big! Strike it rich!***

REMEMBER, DEGREES ONLY DETERMINE STARTING POSITION AND SALARY

It's what you do with it

SLOW AND STEADY CAREER DEVELOPMENT

Great place to bed down basics

UPWARD MOBILE EXPERIENCE

Stay while still on fast track

VERY HIGH RISK TO PLUNGE IN UNPREPARED

Yet, these are the ultimate opportunities