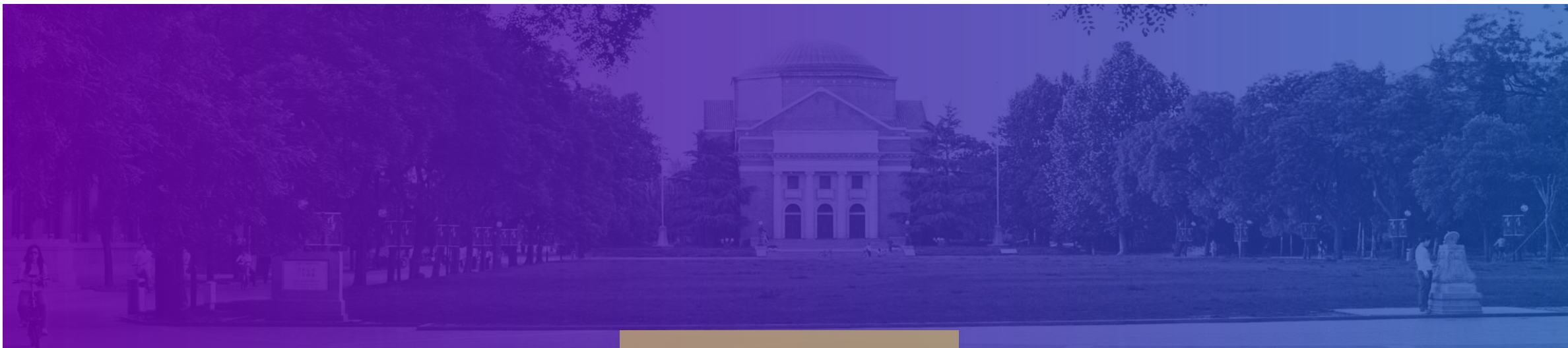


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A Bold Vision

For solving the big challenges facing humanity



清華大學

Tsinghua University

We are Tsinghua University North America



The official representative of Tsinghua
University in North America.

We prepare the next generation of Chinese and American innovators and entrepreneurs to tackle the world's most challenging problems through global collaboration and technological innovation.



Who we are Tsinghua North America Leadership

Qiang Wan, President.

Qiang is an entrepreneur, business leader and former CTO and co-founder of PivotLink, the world's first SaaS company. Mr. Wan received his bachelor's degree in Computer Science from Tsinghua University and his master's degree in Computer Science from the University of Southern California.

Lee Weng, CFO.

Lee bring over 25 years of scientific and executive experience in medical devices and bioinformatics and is the primary holder of 31 patents from a career ranging from startups to major international corporations. He received his bachelor's and master's degrees from Tsinghua University, an MBA from the University of Washington, and a doctorate in biomedical engineering from Drexel University.

Vivian Guo, Managing Director.

Vivian manages all communications and relationship development with academic, community and industry partners. She has 20 years of experience in the information technology industry, from startups to Fortune 500 companies, in positions such as QA engineer, program management and environmental leadership. She holds a bachelor's degree in chemical engineering from Tsinghua University.

Lisa Yang, General Counsel.

Lisa manages our legal affairs and consults on our partnerships. Prior to joining GIX, Lisa was faculty at the School of Transnational Law, Peking University; a consultant in the World Bank; and a program officer in the Ministry of Commerce, China, where she focused on cooperation between organizations of the United Nations. Lisa holds a bachelor's and J.D. from Peking University and a Master of Law degree from Georgetown University Law Center is currently admitted to the New York State Bar.

Yuntao Wang, Assistant Dean.

Yuntao is an Assistant Professor in the Department of Computer Science and Technology at Tsinghua University, where he works in the Pervasive Interaction Lab on innovative sensing and interactive systems for Ubiquitous Computing targeting at high-impact application domains such as health, wellness and education. The primary inventor of 26 issued or pending patents, he holds a B.S. from Beijing University and a Ph.D. from Tsinghua University.

Matt Andryc, Project Manager.

As a Project Manager, Matt facilitates communication between GIX students and Tsinghua's academic advisors and also provides logistic and technical support for Tsinghua North America team. Matt holds a B.A. in Chinese from Dartmouth College and a master's degree in computer science from Tsinghua University.

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What we've *accomplished*

01

Established in 2016 as the first and still the only North American program of any Chinese university

•
02

Launched GIX, an innovation-focused dual master's program in engineering and technology innovation in partnership with Microsoft and the University of Washington

•
03

Conduct the North American modules for degree and training programs for a variety of Tsinghua schools and departments

•
04

Host Innovation Camps for incoming undergraduates

•
05

Convene top-level meetings between leading US corporations and Tsinghua leadership

Where we need *to go*

01

The world is facing enormous challenges, and the world's two largest economies need to work better together.

03

We want to build new bridges and foster trusting, productive relationships that deliver urgently needed solutions to our biggest challenges

02

Tsinghua University offers our world-leading problem solving capability and resources and our deep relationships with leaders across China's economy, industry and government

04

We need bold action that breaks down traditional siloes and accelerates the pace of innovation and international collaboration



We need an *Innovation Ecosystem* aimed at humanity's biggest challenges:



The Tsinghua Institute.

To develop, support and scale innovation in service of humanity.

A.

Attract and train the very best scholars, entrepreneurs, executives & policy makers. Prepare them to become *Innovation Practitioners*, focused on developing solutions to humanity's biggest challenges: climate change, sustainable development, health, technology

B.

Support their development and advance their practice with a nationwide *Mentor Network*, comprised of Tsinghua's most successful alumni and other leading executives

C.

Convene the world's most influential businesses, organizations and agencies in the *Institute Roundtable* to build partnerships and take innovations to scale





The Innovation Ecosystem



Curriculum

- Recruit top US students and scholars for study at Tsinghua
- Focus a rigorous core curriculum on innovations aimed at our most urgent challenges



Mentoring

- Activate top alumni as mentors to build community and bring promising innovations to market
- Launch executive education and leadership development programs to elevate alumni to top executive positions



Partnership

- Build bridges for trusting relationships and promising partnerships
- Help US and Chinese companies navigate each other's marketplace to bring innovation to scale



Where we are now

2019



Explore

Confidential discussions between Tsinghua leadership and the most influential members in our global network of relationships



Develop

shape the vision for the Institute in consultation with founders, leaders and partners



Fund

with consensus among founding partners and Tsinghua leadership, secure initial round of capital

Core Strategies

01.

Top Leadership

engage the most influential and successful Tsinghua alumni and other leading executives and public figures as advisors and directors – the Institute must quickly gain status as globally prestigious and influential, and the very top people must be among the Founders, Directors & Advisors

02.

Partnership

build collaborate with the top global corporations that do business in both economies and also the most influential civic and private organizations that also seek to advance US-Sino partnerships and solve global problems

03.

Awareness

elevate North American awareness of Tsinghua with sophisticated marketing and brand building efforts that spotlights the excellence of our 20,000+ North American alumni as mission-critical executives in leading corporations

Organizational projection

Current = blue; Y1 hires = red; y2 hires = orange



Metrics

Top Level Measures:

✓ the number of successful, world-improving innovations we bring to market in climate change, health, sustainability, technology

✓ Size and influence of the Institute's practitioners, mentors and corporate partners

Detailed Measures

Metrics

Impact Breadth

- Size and number of successful initiatives and partnerships launched
- # partnerships with corporations and institutions
- # alumni engaged
- Funds raised for scholarships and key initiatives

Impact Depth

- Social impact of partnerships and initiatives
- Quality and satisfaction of alumni engagement
- Industry partner retention & satisfaction

Organization

- Compensation
- Turnover
- Governance engagement
- Morale
- Learning & Professional Development
- Relationship management activity

Finance

- Budget v. actual
- Cash reserves and endowment
- Profit margin
- Revenue projection

Financing & Milestones



Raise \$100m years
1-3



establish & grow
innovation ecosystem



achieve social impact &
financial sustainability by Year
5

Year	Capital inputs	Income generated	Expense	Practitioners trained	Mentors	Partners	Innovations Launched
2020	\$50m	\$1m	\$5m	-	100	6	-
2021	\$25m	\$2m	\$8m	100	300	12	-
2020	\$25m	\$4m	\$12m	300	500	25	3
2023	\$5m	\$10m	\$18m	500	750	50	9
2024	\$5m	\$15m	\$22m	750	800	65	25
2025	\$5m	\$20m	\$25m	800	800	75	100

Capital & Revenue Projection

Year	Capital	Sources	Revenue	Source
2020	\$50m (startup costs)	<ul style="list-style-type: none"> Individuals (\$50m) 	\$1m	\$1m sponsorships
2021	\$25m (startup costs)	<ul style="list-style-type: none"> Individual (\$20M) corporations (\$3m) foundations(\$2m) 	\$2m	500K tuition 1.5m sponsorships
2020	\$25m (startup costs)	<ul style="list-style-type: none"> Individual (\$20M) corporations (\$3m) foundations(\$2m) 	\$4m	3 m tuition 1m sponsorships
2023	\$5m (to endowment)	<ul style="list-style-type: none"> Individual (\$2M) corporations (\$1m) foundations(\$1m) 	\$10m	8m tuition 1m sponsorships 1m memberships
2024	\$5m (to endowment)	<ul style="list-style-type: none"> Individual (\$2M) corporations (\$1m) foundations(\$1m) 	\$15m	11m tuition 2m sponsorships 2m memberships
2025	\$5m (to endowment)	<ul style="list-style-type: none"> Individual (\$2M) corporations (\$1m) foundations(\$1m) 	\$20m	15m tuition 2m sponsorships 3m memberships





Next Steps

01.

Capture feedback from the most globally influential leaders (Q4 2019)

02.

Study the feasibility of launching the Institute (Q4 2019)

03.

With positive feedback and clear feasibility, identify Founders and recruit Directors (Q1 – Q2 2020)





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