

Testimonial 1

1. What did you like about the Lightspeed Summer Grant Experience?

Top 3-5 things.

Working with other startups at a similar stage and people with similar backgrounds made for a fun and upbeat environment. It also helped us get feedback on a lot of our ideas very quickly from smart people.

Along the same lines, free office space is great. It definitely increased our productivity over working together in a dorm room.

Meeting and interacting with partners with relevant focus was great, as was getting introductions to other people in the Valley.

2. What would you like to see changed about the Summer Grant Program?

Nothing big. It may be young but the program seems to be run very well. I think the success of the program greatly depends on the acceptance process, which also seems to have worked very well. Everyone is very serious, intelligent and motivated. Most teams are working very hard.

3. Would you be willing to serve as a reference for future applicants/winners?

Yes, definitely.

4. Going forward is there anything you'd like to see Lightspeed provide to you?

I look forward to continuing the relationships I have developed with people at and through Lightspeed. I think its hard to ask for much more.

5. Anything else you want to add?

I think the area with the most possible improvement is the marketing of the program. I picked this program over Y-Combinator almost by chance, but I am now very happy with that decision. In particular, it was not at all obvious that there would be regular meetings with a partner from Lightspeed, nor did I know that there would be speakers every week. Those two factors would have had a large impact on my opinion of the program. Additionally, more emphasis could have been placed on the office space and environment (see above). Finally, this may not be a concern, but there was not a clear expectation for what progress should have been made both before submitting an application, between that time and the start of the program, and during the program itself.

As I mentioned, my impression is that the acceptance process is critical. From what I have heard of last year's program there must have been a large change in this process. It appears to have worked very well. Specifically, its a great thing that people live close enough to spend a lot of time in the office and its great that the teams have the tech talent to get things done.

Not to be overly congratulatory, but I am honestly surprised by what a great experience this has been. Nicely done.

(Quoting me would be ok.)

Testimonial 2

1. What did you like about the Lightspeed Summer Grant Experience? Top 3-5 things.

- The opportunity to test out an idea was fantastic. Without the grant program, it would have been extremely hard for our team to get started at all.
- Meeting the other teams was great. I'm positive I'll keep in close contact with lots of the people that I met this summer. It was especially nice to meet teams working on very different markets and products.
- Having access to the partners at Lightspeed was helpful. Everyone made me feel very comfortable asking for questions and for help. I found that advice was really constructive.

2. What would you like to see changed about the Summer Grant Program?

- I would have enjoyed more opportunities to hear about the progress of other teams. I picked this up informally, but it would have been fun to do a mid-summer meeting together where each team just stood up and talked about where they were and what they'd learned.
- It would be cool to have alums from last year's program come in on the first day and share what they learned. I think it would go far in building a long-term community. If you do this, I'd be happy to come in.

3. Would you be willing to serve as a reference for future applicants/winners?

Yes

4. Going forward is there anything you'd like to see Lightspeed provide to you?

I think getting program alums to help with future summer grants makes sense. I'd also love to just keep in touch as our company (and other projects) continue to develop. I would consider starting an alumni mailing list.

5. Anything else you want to add?

Just a big thanks for a great summer. I felt really lucky to be a part of this program. If there's anything I can do to help with future programs, feel free to let me know.

Testimonial 3

Here are my current thoughts. I haven't had a chance to properly thank you for all that you have done for us, but hopefully I'll be able to do it in person in the coming weeks.

1. What did you like about the Lightspeed Summer Grant Experience? Top 3-5 things.

- The other start-ups: it was extremely stimulating and fun to be working alongside young entrepreneurs in different fields but with similar ambitions and problems. I also made some very good friends and shared some good times inside and outside of the office!
- The money, which makes it a no-brainer to do this instead of a standard internship.
- The presentations, in particular those by successful entrepreneurs. It was great to hear Jia Shen's perspective on social networking, for example.
- The support provided by Lightspeed (especially Barry, Jeremy and John). The advice and connections they provided with were extremely valuable for fleshing out our ideas.
- The quality of the office space and the provided food and drinks; it sounds silly, but it's important when you're in the office from 10am to 2am every day!

2. What would you like to see changed about the Summer Grant Program?

Hmm... provide lunch more days a week? :)

3. Would you be willing to serve as a reference for future applicants/winners?

Yes.

4. Going forward is there anything you'd like to see Lightspeed provide to you?

I just want to maintain the relationships that we have built with there people at LSVP, which have been very valuable to us.

5. Anything else you want to add?

- My team started working on our product practically full time 3 months before the official start of the program, and I think it allowed us to get a lot more out of it. We were able to launch at the start of summer, and to spend the summer iterating on the product, getting feedback and evolving our ideas. This puts us in a much better position to understand the value of our product, and ultimately to decide how we want to pursue it. That may be useful for future teams.
- Concerning the speakers, I would prefer to have more entrepreneurs (the ones who presented this year were all great) and fewer lawyers (they provided some valuable info, but they all said pretty much the same thing).

Testimonial 4

1. What did you like about the Lightspeed Summer Grant Experience?

Top 3-5 things.

The Lightspeed Summer Grant is an incredible program that let us explore the startup world without some of the risks. Lightspeed provided us with funding, office space and incredible speakers throughout the summer. Aside from that, it was amazing being in a space with four other startups each in their respective fields trying to build something novel. It was very educational watching each startup grow and go through each of their hurdles through the summer.

The regular meeting with our assigned partner Barry Eggers was incredibly useful. Barry provided us with the perspective and guidance that helped us continue thinking of the bigger picture.

2. What would you like to see changed about the Summer Grant Program?

Though the grant provided us with a wide variety of contacts for a startup that would need as it grows, it would have been nice getting better insight into the VC thought process given that we were given such great access to them.

3. Would you be willing to serve as a reference for future applicants/winners?

Totally!

4. Going forward is there anything you'd like to see Lightspeed provide to you?

I'd love to see continued contact with our advisers which we will try to do ourselves. An online forum where all current and former Lightspeed Summer Granters would come to talk discuss and exchange ideas would be invaluable. This would really multiply the value of the program quite a bit. One model would be sort of the Hacker News model: <http://news.ycombinator.com>. Or simply an online forum would do.

5. Anything else you want to add?

That's mostly it. I'd like to thank all of you have done to put this together this summer! Thanks John!

Testimonial 5

First let me say that this was an outstanding experience. I learned a lot, I had a good time, I met interesting people and I learned that this is probably what I want to do when I finally graduate one day...(already have a couple of ideas in the pipeline...).

I'll probably also send you an update on how things got downhill with the Clarium deal. Promo: I think that it's the really bad... even worse than we initially thought...

1. What did you like about the Lightspeed Summer Grant Experience? Top 3-5 things.

1. No strings attached – I liked the fact that I was not obligated to more than the summer.
2. Your (as well as others in Lightspeed) perspective and feedback on our business proposition and business model. There is a very big gap between the things that you think people would pay as you write a B-plan in the nice Stanford office, and the way things are in reality. Flushing the details over and over again, with people that have the right business experience is priceless.
2. Removing the burden of getting office space, equipment etc when we don't even know if there is a business.

2. What would you like to see changed about the Summer Grant Program?

This summer experience was wonderful for us. One aspect that I think would have made it even better for me (and probably a bit annoying for Lightspeed;-) is if we had more interaction with the Lightspeed partners/associates. At least in our group, since we were very busy doing development, we did not (except for Adi maybe) get to talk to Lightspeed personal. I'm really interested in knowing what type of companies Lightspeed people look for, what industries you think are 'rock stars' and which industries are 'over the top'.

3. Would you be willing to serve as a reference for future applicants/winners?

Absolutely yes!

4. Going forward is there anything you'd like to see Lightspeed provide to you?

This is really not the end for me in the entrepreneurship area, and it would be great to hear from Lightspeed when new cool startups begin or are recruiting. Maybe through some sort of Lightspeed backed companies networking event(?). I think that this will benefit both Lightspeed and the on going startups since I think that us students, represent some fresh view of the future of the industry and its trends.

5. Anything else you want to add?

Thanks for a great summer and a great experience. I'm sure that we'll keep in touch, and I most definitely intend to talk to you again once I graduate and start the real deal!

Testimonial 6

Thanks so much for all the help and guidance you provided to the program this summer. We really made a lot of progress because of our time at Lightspeed, and the connection with Jeremy as a mentor was invaluable in getting feedback on our ideas and business plan. Below, please find my feedback. Thanks again!

1. What did you like about the Lightspeed Summer Grant Experience? Top 3-5 things.

The office space - this was invaluable for helping our team get stuff done! It was wonderful to have our own room as I felt it really helped us concentrate and work quickly.

Having a mentor - this kept us accountable and provided us with a great resource for advice on the direction of our project

The visiting speakers - hearing other entrepreneurs talk about their experiences was very informative, hearing a lawyer speak on company formation was also very helpful.

2. What would you like to see changed about the Summer Grant Program?

This is really minor and I'm including it with the caveat that I'm a bit of a health nut. Lightspeed was so kind to provide us food in the annex, but if I could put in a plug for more healthy snacks, fruit and whole grains, rather than soda and candy.

3. Would you be willing to serve as a reference for future applicants/winners?

Certainly, I only have good things to say.

4. Going forward is there anything you'd like to see Lightspeed provide to you?

Being able to meet with Jeremy periodically to get his opinion on our choices for moving forward with the product would be wonderful!

5. Anything else you want to add?

This summer was a great opportunity for us and I'm really grateful to have had a chance to participate.

Testimonial 7

Dear John,

Thanks again for everything this summer. It's meant a lot for my career and opened my eyes to avenues outside of academics.

What I liked about the summer grant experience:

- 1) time spent with Peter and Andrew. They provided lots of good feedback, which helped us understand how we should think to convince an investor to work with us.
- 2) Atmosphere in the office with the other teams. It's very motivational to work with others with the same sense of urgency. I'm back to being a grad student, and it's amazing how much less work gets done, part of the reason being:
- 3) the office. Having everything setup and ready to go was very convenient. I didn't have to take time out to get snacks, or call IT when the phone or internet went down. Everything was there ready to use.

Something I would change about the program:

While I'm not affected by this, other teams did request a faster broadband connection, which probably would have been used to host a test server.

I would be willing to serve as a reference for future applicants, but I'm more functional in terms of more science or medical device related projects.

Peter and Andrew do seem interested in maintaining some dialogue so I hope that's it in terms of what Lightspeed can provide. Other than that, any opportunities to see how your team does due diligence would be nice.