

Past Dingman Scholars

Dingman Center Scholars are full-time MBA students who receive financial scholarships and support from the Dingman Center during the launch of their business ideas. Scholars benefit from the expert guidance offered by the Dingman Center's Entrepreneurs-in-Residence, professional staff and Smith School faculty. Throughout the Dingman Center Process, scholars present their business ideas to their peers and ultimately to other students and seasoned entrepreneurs at a Dingman Day Lunch held during the school year. Dingman Center Scholars are also available to consult with other students and regional entrepreneurs who contact the Dingman Center with ideas for a business or questions they have about their own start-up business or entrepreneurial endeavor.

Dingman Scholars: 2006-2005

Sadia Asghar (2nd year MBA student)

Sadia Asghar was a Marketing Coordinator for the International Licensing division at Discovery Communications in Latin America. Prior to her position with Discovery, she worked with non-profit organizations for higher education development in the Middle East. Concentrating in Marketing and Business Development at Smith, she wants to pursue either her own entrepreneurial endeavor or marketing for a consumer products company. In addition to her position as a Dingman Scholar, Sadia was also elected as the first Graduate Student Senator to represent the business school at the University Senate. Sadia was a 2002 graduate of the George Washington University. In her spare time, she likes participating in marathons and hopes to complete the NYC marathon one day.



Susannah Campbell (1st year MBA student)

Susannah Smoot Campbell was a marketing consultant and director with the Southeast's largest and fastest growing independent communications firm. She led the public affairs/nonprofit and technology/telecommunications practices. Adept at crisis communications, Susannah has trained more than 300 media spokespeople. Her early career history is a mix of museums and real estate. At the Dingman Center, Susannah is the coordinator of the Capital Access Network. She is a 1997 graduate of the University of North Carolina at Chapel Hill. A solver of puzzles -- crossword and logic - - Susannah also enjoys going to the gym, reading, cooking and collecting art glass.

Josh Kroo (1st year MBA student)

Josh Kroo spent the last three years starting and running his company Access Passport. Access Passport is a marketing company based in Montreal that specializes in reaching the student market. He has also spent many summers as the Program Coordinator at Camp Sprout Lake in Upstate New York. Josh received his BA in Computer Science in 2003. Concentrating in Entrepreneurship at Smith, Josh hopes to combine his computer savvy with both his old and newfound entrepreneurial skills to pursue his

dream of running his own company. While not running his company, Josh can be found on the hockey rink, squash court or attending as many live music shows as possible.

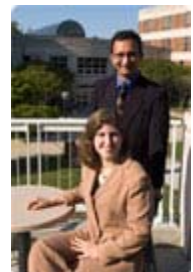
Jordan Lichman (2nd year MBA student)

Jordan is a California native from Newport Beach. He graduated from the University of California, Berkeley in 1995 with a Bachelor of Arts in Political Economy of Industrial Societies. In order to pursue a passion for wine, food, and entertaining, Jordan enrolled in the Culinary Institute of America to study the culinary arts. While at the CIA, Jordan managed all production, financial, and marketing functions at an award winning boutique winery. Upon graduation, he worked in leadership roles in a wide range of businesses in the food and beverage sector, from an organic farm in western Wisconsin, to his own culinary instruction business, to cooking at the Inn at Little Washington (a Five Star luxury property in Virginia). Jordan hopes to leverage his hands-on experience in small and distressed businesses, his work with the Dingman Center and New Markets Growth Fund, and his financial education to consult to businesses in the hospitality industry. In addition, Jordan is the President of the Smith Real Estate Association and has two cats, L.G. and Priss.



Aimee Newell (2nd year MBA student)

Aimee Newell is a first year MBA student concentrating in strategy and finance. She holds a B.S. in Biomedical Engineering from Washington University in St. Louis. During her final undergraduate year, Aimee and another Washington University alum founded an online resume referral service dedicated to engineers which fell to the dot com crash of 2000. Prior to business school, she worked with a local political strategy group managing activism strategy and software development. Before her work in the strategy arena, Aimee worked with a small entrepreneurial digital publishing company developing virtual conferencing software and scholarly conference scheduling software. Her virtual conference software was used by the National Highway Transportation and Safety Administration to host the first virtual conference discussing the driver



distraction and cell phone use in 2000. At Smith, Aimee is working with the Dingman Center to bring emerging technologies from the engineering school to market and is vice president of Net Impact, a network of students using business to positively impact society.

Aviral Singh (2nd year MBA student)

Aviral Singh has worked for some of the largest hotel and conference chains in the hospitality industry. Working in general management areas, he has managed as many as eighty line level employees within tight budgets to successfully lead various departments in the hospitality environment. In his first year in the MBA program and with the Dingman Center he played a pivotal role in launching Shop DC, a shopping magazine concept developed, published and successfully distributed by former Dingman Scholar Zoey Rawlins. Now in his second year as a Dingman Scholar, Aviral serves as the President of the Entrepreneurship Club. Aviral interned with the brand marketing division at the Hershey Company during the summer, where he developed a marketing strategy for a new product. Aviral plans to apply his professional skills and knowledge gained during the MBA program to establish a firm that aims at further organizing a niche market in the hospitality industry.



Vikas Tiwari (2nd year MBA student) -- refer to Aimee Newell's picture

Vikas is the Consultant with The World Bank at their world headquarters at Washington DC. He is also a 2nd year Full Time MBA student. Vikas holds two undergraduate degrees; One in Mathematics and the other in Law. He also holds one graduate degree in Industrial Relations and Personnel Management. He is entrepreneur in spirit and deeds. After working for a leading advertising agency of Central India, he started his own business of IT education in New Delhi. He owned the franchisee of Aptech Limited, one of the leading IT education company in India with operations in 54 countries. He also worked as a partner in one of the leading Public Relations and Liaison Company. At Smith, Vikas is the president of the Smith Store, an online store selling Smith School branded merchandise.

Omarr Tobias (1st year MBA student)

Omarr has served as a Naval Civil Engineer Corps Officer in the for over 6 years. He has served as an Officer in Charge of a 53 member construction team, as a member of a Naval Mobile Construction Battalion. He deployed to various regions of the world constructing airfields, camps and other facilities during hit tour in the battalion. He is a licensed Professional Engineer in the State of Georgia. In November 2003, he started a full service Facility Management Company, Clean City, LLC, specializing in graffiti removal and prevention based in Washington D.C. Omarr was a 1998 graduate of North Carolina Agricultural And Technical State University. In his spare time, he likes to listen to and create music, dabble in real estate, read, play basketball, football and just about any other sport.

Derek Vlcko (2nd year MBA student)

Derek originates from Bloomfield Hills, a suburb outside of Detroit, Michigan. He received a B.B.A. in finance from James Madison University in May of 2000. After graduating from JMU, Derek returned to the Detroit area to work as an associate for Conway MacKenzie & Dunleavy, a leading turnaround consulting firm, highly involved in distressed automotive supplier transactions. Derek is a 2nd year full-time MBA student and Dingman Scholar also serving as the Vice President of Communications for the Graduate Marketing Association and is a member of the Entrepreneurship, International, and Sports and Social clubs. Derek has chosen to leverage his financial background with an MBA in Marketing and spent the past summer as a product management intern at Black & Decker in Towson, Maryland. In his free time, you can find Derek in the student section of Terps football and basketball games, working out at the Campus Recreation Center, or relaxing at home listening to music.



Valerio Zanini (2nd year MBA student)

Valerio founded, as a young entrepreneur in 1995, one of the first Internet e-commerce and e-marketing companies in Italy. After gaining substantial experience in managing client accounts, formulating project



proposals, and managing company financials, he joined Cisco Systems, where he worked for one of the most competitive teams, dedicated to pre-sales technical support to the largest Italian mobile wireless provider, TIM. He is a former Lieutenant, Commanding Officer, in the Italian military police "Carabinieri". He is also a former member, and past-President, of the Rotaract Club Roma Olgiata Tevere, sponsored by the Rotary Roma Olgiata. In 2003 he co-founded an outdoor adventure club in Rome and Milan, and was President in 2003 and 2004. At Smith, together with other students, he founded the International Club whose aim is to increase awareness of international cultures among Smith students and provide a larger exposure to the international market and its business opportunities. Valerio lives in Washington, D.C., in one of the most popular and fun neighborhoods of the city, Adams Morgan.

Dingman Scholars: 2005-2004

Matt Fleischer

Matt Fleischer was born and raised in the Washington, D.C. area and completed his undergraduate education at Mary Washington College. In 1999, Matt moved to San Francisco, California and started a microbrewery, Hook & Ladder Brewing Company, with his brother. Matt managed operations as Executive Vice President. Hook & Ladder won a Gold Medal at the Great American Beer Festival in 2001 and secured distribution in several states across the country. Matt is currently a 2nd year full-time MBA student at Smith, a Dingman Center Scholar, a New Markets Growth Fund Associate, and President of the Entrepreneurship Club. Matt is looking forward to continuing his entrepreneurial zeal with Hook & Ladder Brewing after he completes his MBA at Smith.



Michael Grenier

Most recently, Mike Grenier worked for a start-up wind energy company based in Seattle and was responsible for business development and project finance activities. Prior to this position, he volunteered as a project manager in Indonesia for an international non-profit organization, and he helped develop a financing plan for a network of Indo-Pacific Marine Sanctuaries. Prior to traveling, he assisted with market research and reviewed investment opportunities for an environmental venture capital fund. Before that, he lived in Silicon Valley and was Director of Business Development for a software start-up that developed multimedia and enterprise applications for mobile computers. He has also worked as an environmental management consultant. Mike received his Bachelor's Degree in Public Policy with honors from Stanford University. He has traveled extensively in Asia, and enjoys rock-climbing, soccer and practicing his Spanish.



Kara Farwell Holzer

Kara Farwell Holzer recently managed marketing and sales for Honest Tea, a Bethesda-based organic tea company, ranked on Inc. Magazine's 500 fastest-growing businesses of 2003. She also has experience in non-profit organizations, promoting corporate community partnerships and entrepreneurship development in low-income areas. At Smith, Kara is president of the Smith Store, an online store selling Smith School branded merchandise and co-president of Net Impact, a network of students using business to positively impact society.



Ken Kratovil

After receiving his B.S. in Finance from Virginia Tech, Ken Kratovil worked for Lehman Brothers Fixed Income Group in New York City. Specializing in firm relationship lending allowed him to interact with a diverse group of financial professionals in an effort to build positive business relationships. Ken would like to continue this building process at the Dingman Center. After the completion of the MBA program he plans on working in Corporate/Wholesale Banking to assist small business clients.



Maya Rao

Prior to coming to the Smith School of Business to get her MBA, Maya Rao was a manager at IT GlobalSecure, Inc., a Washington D.C.-based computer security firm. She joined the firm near its inception, helping to build its customer base ten-fold and establishing its international business practice. Recently, Maya worked as a summer associate at Sandler O'Neill & Partners, L.P. in New York City, in their M&A advisory practice. At the Smith School, in addition to her position as a Dingman Scholar, Maya is also an associate in the New Markets Growth Fund. She received her B.S. in Business Administration from the University of North Carolina at Chapel Hill.



Zoey Rawlins

A 1995 graduate of Mary Washington College, Zoey Rawlins received both a B.A. in English and a B.S. in business administration before spending 7 years in a media/marketing firm where she became the Director of Operations. A Dingman Scholar and Vice President of the Consulting Club, Zoey plans to augment her marketing experience with an MBA focused on strategy and organizational development within emerging companies. In the Spring of 2004 she was recruited by PriceWaterhouseCoopers' Washington Federal Practice, a start-up business inside a global corporation, where she worked with senior associates and managers on new business development strategies for several clients. In addition to her academic and career pursuits, Zoey is a published author and has been an active supporter and promoter of the arts for more than a decade.



Aviral Singh

Aviral Singh is a seasoned professional who has worked for some of the biggest brands in the hotel and conference destination segments of the hospitality industry. Working in an intense customer service oriented environment, he has managed as many as eighty line level employees within tight budgets to successfully lead various departments in the hospitality environment. Aviral plans to apply his professional skills and knowledge gained during the MBA program to establish a firm that aims at further organizing a niche market in the hospitality industry.



Eleonora Vasyushina

Eleonora Vasyushina ("Elly") is a second year MBA student concentrating in strategy and finance. She holds an M.S. in Computer Science. Elly previously worked at a start-up IT company in Russia managing a distance-learning project. Prior to business school she worked at the Library of Congress as a Program Manager for a newly started fellowship program. She set up recruitment in over 30 top Russian universities and



developed the overall structure of the unit. Upon graduation Elly plans to join a consulting firm and work on strategic planning assignments.

Jason Volk

Jason is a second year MBA student concentrating in Finance and Real Estate. He earned his B.S. in Accounting from the Smith School at the University of Maryland at College Park and was a participant in the Hinman CEOs Program. Jason founded AlertUS Technologies LLC, a company specializing in next-generation public enterprise notification/alert systems.



2004-2005 Dingman Scholars: Quotes

What it means to be a Dingman Scholar

An entrepreneur does it all: finance, marketing, sales. The Dingman Center has allowed me to put into practice the tools I learned during my first year core classes. As a Dingman Scholar I also have had the opportunity to meet a diverse group of entrepreneurs with very different backgrounds. My greatest experience was being flown first class to Chicago for a vending trade convention by an entrepreneur in that business. My professional career has primarily been focused on Finance, so understanding how these entrepreneurs got started is of great value. Using this knowledge and applying the Dingman process, I have been able to work on projects that continuously challenge me. There is also plenty of support from other scholars and the entrepreneurs in residence. One significant benefit is being able to work with people who are passionate about their ideas. The Dingman Center creates a very inspirational environment and makes you feel like you are part of something that is making a difference.

Ken Kratovil

Former Dingman Scholar (2005)

2nd year MBA Student

Overseeing Pitch Dingman--a program that facilitates entrepreneurship in all disciplines-- has been a rewarding experience. Through reviewing other students entrepreneurial ideas one has the opportunity to directly impact entrepreneurial activity in the region, learn from real world implementations, and develop a network of future business partners.

Jason Volk

Former Dingman Scholar (2005)

2nd year MBA student

Working at Dingman is to work for your own betterment. I have so many second years to interact with and learn from. The senior leadership is easily accessible and approachable, so you have some excellent resources at your disposal. Working at Dingman commands respect from your fellow students, and I feel proud to have been chosen for this opportunity. Dingman allows you to put class work to the test in a real world environment. You end up using a lot of what you learn in class and that acts as a wonderful reinforcement tool. I would like to start my own company when I graduate, and I feel confident in doing that after my Dingman experience. Dingman is a one stop shop for entrepreneurs interested in learning the tricks of the trade.

Aviral Singh
Former Dingman Scholar (2005)
1st year MBA student

Working for the Dingman Center has been an incredibly challenging and rewarding experience. Expectations are set very high for all the scholars, regardless of what projects they are working on. The most incredible part for me was having the opportunity to start my own publishing company with the guidance and support of the center. There is a lot of pressure to get the Dingman business to market as quickly as possible, but I work well under those conditions so it was a perfect match for me.

Zoey Rawlins
Former Dingman Scholar (2005)
2nd year MBA student

Being a Dingman Scholar has given me the opportunity to tap into the entrepreneurial and venture community in the Mid-Atlantic area on an executive level. As a budding entrepreneur it would be difficult to imagine a better way to gain exposure and build credibility with the community I am seeking to join after my MBA - it is a career accelerator. It has also been one of the best experiential learning opportunities available at the Smith School, challenging me to apply everything I have learned in the program to real companies and investments.

Michael Grenier
Former Dingman Scholar (2005)
2nd year MBA student

Dingman Scholars: Before 2004

Adams, Nedra	Alperstein, David	Angell, Bob
Balow, Jeffrey	Bandera, Chaitanya	Borek, Michael
Bournia, Greg	Brach, Matthew	Bundy, C. Philip
Campbell, Christopher	Carswell, Christopher	Carten, Rick
Commar, Sandeep	Crapuchettes, Dominic	Dingra, Ravi
Echavarria, Jaime	Elayavilli, Rajesh	Enger, Kyle
Epstein, Asher	Feuerberg, Marc	Fribush, Marc
Gilmore, Scott	Glaser, Ralph	Goger, Jason
Gokce, Ataman,	Gottschalk, Martin	Gow, Donovan
Grinspoon, Jeffrey	Harris, Richard	Helminski, Allison
Janson, Howard	Kalra, Vikram	Karakaya, Kemal
Karpoff, Gary	Kave, Anne Bray Williams	Kimbro, David
Koehne, Laura	Koudounas, Poulis	Kowalski, Nason
Kupritz, Michael	Limroth, Richard	Lorber, Russell
MacNeil, Catherine	Mardirosian, Katherine	McQueeney, Ryan
(Medina), Raquel Beckett	Moreira, Rogerio	Mukerjee, Kaushik
Nam, Lisa	Nambiar, U.K.	O'Dell, Michael
Oneyu, Ugochi	Pai, Nitin	Ponder, Juan
Porath, Ariel	Preston, Michael	Ranganath, Sudarshan
Ravella, Satish	Rickelman, William	Rosen, Jeffrey
Ruan, Jie	Sapio, Jeffrey Lo	Selander, Brian
Simon, Philip	Sims, Jonathan	Somerlock, Oscar
Sundararaman, Deepa	Vadhera, Upane	VanderPutten, Dale
Viti, Peter	Wakefield, William C., III	Wiggers, Lane
Wolf, Michael	Wolff, Allen	Zegarra-Holder, Jose

Mike Borek

An expert in product management and marketing, Mr. Borek brings nearly 10 years of experience to the Router Solutions team. Prior to founding Router Solutions, Mr. Borek served as the Director of Product Marketing at Cysive, pioneers of Interaction Server technology; the President of CompareRepair.com, a venture-funded start-up in the automotive repair and maintenance market; and the practice manager for Extending the Enterprise Services at American Management Systems. Mr. Borek also served as the President of Sol-stice' Strategic Services, where he helped several early-stage, venture-funded, organizations penetrate markets and establish early growth.