

## **Gai Gannon Bio:**

**Gail Christine Gannon** - Managing Director of WaveEdge Capital, CEO of Ensanté, a social enterprise advisory for tech startups, and on faculty in the School of Engineering, at University of California, Berkeley, with 20+ years of experience helping entrepreneurs turn their great idea into market success. She guides them through identifying target markets, finding grants and persuading investors, prototyping and refining their product or service, defining the business model, securing their first customers, and growing into new markets or partnerships. She has been instrumental in helping companies build to scale and to successful acquisition. Her most recent ventures include business coaching on behalf of the World Bank for the Republic of Georgia GITA, to helping startups establish commercial partnerships for ex-US companies. Previously, she worked with government and NGOs (e.g. PATH for the Gates Foundation), allocating health investment dollars to the most promising innovations.

Gail has worked with entrepreneurs from across Asia, Europe, Africa and America on a wide range of products and services, from healthcare improvements (e.g., hospital infection control systems; software for efficient emergency medical care) to innovative technologies (pneumatically-powered exoskeleton for post-stroke recovery; motion-sensing game-controller ring; augmented reality safety training for oil and electric workers) to mobile apps (speech-driven travel app; diabetes management) to social media platforms. Gail earned her master's degree from the Harvard University T.H. Chan School of Public Health, a Patricia Roberts Harris Fellow. She also holds a Certificate of Honor in Biotechnology from University of California, Santa Cruz, an AB with honors from University of California, Berkeley and is currently on faculty in the School of Engineering. She mentors entrepreneurs through Stanford University's SPARK and University of California-San Francisco's Lean Launchpad, and other government and NGO innovation institutes, (StartUp Grind). Gail routinely presents at major conferences on international congresses, and at investor forums (Health 2.0/HIMSS, BIO International, Keiretsu Forum/Wilson Family Office). She is known among Corporate Venture Capitalists (Johnson & Johnson, Qualcomm). Silicon Valley angel investors (Astia, Band of Angels) seek Gail's advice on whether and when to invest in promising startups.