



WOLFPACK  
INVESTOR  
NETWORK

# OVERVIEW

Established 2016

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Managing Director  
Wolfpack Investor Network



[wolfpackinvestornetwork.com](http://wolfpackinvestornetwork.com)

# Background

The Wolfpack Investor Network (WIN) will connect alumni investors with promising NC State-affiliated startup companies to facilitate angel investments. WIN will curate startup investment opportunities, coordinate company reviews using student teams, provide members with access to startup companies information through a members-only website, and facilitate the communication between WIN members and the start-up company. WIN members will make investments directly in the startup companies. WIN itself will not make investment decisions or recommendations.

We anticipate a wide array of NC State-affiliated startup companies will apply to WIN for funding. In order to be eligible for WIN funding consideration, the startup company must be affiliated with NC State as follows: have a founder, executive or board member who is an a) NC State alumnus, faculty, staff, student, parent or b) have a license to intellectual property owned by NC State.

We anticipate a diverse mix of deals: startups based on NC State research innovations, companies born on campus by students or faculty with exciting business ideas, or ventures established by our NC State entrepreneurial community, both in North Carolina and nationally.

We anticipate that successful applicant companies may raise \$50K-\$300K from WIN members, with investments being made by 1-10 members per funding event. As the network grows in size and strength, we expect these numbers will increase in the future. In almost all deals, WIN members will be co-investing with other angel investors, angel funds, or venture capital firms. WIN will target companies raising seed capital of \$250,000 to \$3 million but will have the flexibility to fund larger deals as well.

## Types of Deals We Seek

WIN will utilize strict criteria to screen potential portfolio companies.

We are looking for companies that offer:

- A dedicated and high quality management team, or one that can be formed;
- A large market opportunity;
- A unique value proposition;
- Proprietary technology, intellectual property, or other basis for sustained competitive advantages;
- A corporate structure that allows for equity investment at defined terms and conditions;
- A strategy and plan that has the potential to produce venture grade financial returns.



The Wolfpack Investor Network offers the following membership benefits:

- A private angel investing platform
- A credible source of curated investment opportunities including the best ideas coming out of University research labs
- An opportunity to collaborate and network with other like-minded investors
- Deals sourced by WIN members across the nation
- An easy process for finding, evaluating and making angel investments
- An opportunity to help fellow NC State alumni grow companies with capital and support
- An opportunity to engage with NC State University and the expanding entrepreneurial activities across the University.

WIN membership is open to NC State alumni and select “friends of the university” who are accredited investors.

To be considered an accredited investor, an individual must have over \$200,000 in annual earned income (or \$300,000 together with a spouse) OR have a net worth of over \$1 million (excluding the value of their primary residence). Members will be responsible for self-reporting their accreditation qualifications.

# Membership Responsibilities

The annual membership fee for WIN is \$1,500 payable upon joining the network and upon each year anniversary.

Since the deal flow management will be accomplished via a software platform, members can be located in any part of the world.

Members are encouraged to be active in the network, which includes the following:

- Actively source investment opportunities for the group
- Collaborate and contribute to the due diligence processes and investment decisions
- Provide support and guidance for portfolio companies based on experience and expertise
- Identify and recruit new members to expand the power and reach of WIN

While WIN member activity is highly encouraged, WIN has been designed to accommodate all types of angel investors.

We anticipate that certain members will actively fund multiple startups during a single year.

Others may target just a single opportunity that has captured their interest.

Still others may use WIN as a platform to learn more about angel investing and garner additional investment experience.



# Managing Director Responsibilities



WIN Managing Director Joe Sinsheimer is an experienced angel investor having personally funded 35 separate deals over the last two decades. Joe has been a member of three separate angel fund networks focused on emerging growth companies and a fourth focused on commercial real estate opportunities. Joe also has managed an angel fund as well as served on the board of directors of a number of portfolio companies. He is familiar with all aspects of the investment ecosystem.

The Managing Director's main responsibilities will be to:

- Serve as point person for communications with companies seeking funding
- Curate the deal flow so members see only the most promising deals
- Manage the student-led diligence efforts
- Assist the lead member in closing any deal that the members decide to fund



# How We Will Work Together

The Wolfpack Investor Network uses a secure online software platform to facilitate collaboration, deal flow management, content management, due diligence reviews, investor relations and portfolio reporting. Each member is given a username and password to access the system. The WIN Managing Director, with assistance from the WIN Steering Committee, curates deals as they enter the system to ensure quality. The WIN Managing Director coordinates the deal flow and assists as needed with diligence activities.

When a deal is made available for member review, members will be notified by email. Interested members will log into the secure portion of the WIN site and review the company-supplied information. After a period of time, members will signify their interest by choosing to “follow” the deal. Companies that receive a significant following will then be invited to pitch to interested members, via the web. If member interest remains high, the deal enters the due diligence phase.

The diligence phase will be managed by the Managing Director, working with the interested members and the student team formed for the deal. The diligence process seeks to understand both the risks associated with the deal (technical, market, IP, management) as well as the potential return (revenue, partnering, exit). All interested (“following”) members will receive the diligence report and proposed transaction terms. Those members will then be polled for a commitment.

Consistent with its role in facilitation, WIN will not be responsible for closing the deal. A lead member will work with the company and other investors to finalize documents, wire money and issue stock or convertible notes. The WIN Managing Director will be available to assist the lead member in this process as well as reviewing closing documents.

Once a WIN member commits to fund a venture he/she becomes a shareholder. Transactions that follow are between the member and the company receiving the angel investment. WIN members may consider investments in follow-on financings on a case-by-case basis.





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# GO PACK!

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