

Danny Warshay

Danny Warshay has devoted his career to building, managing and harvesting high-growth entrepreneurial ventures. He is the founder and managing director of DEW Ventures, a platform he has used to launch and develop a variety of new, quickly growing companies.

Through DEW Ventures, Danny has co-founded:

- RoundOne: The Entrepreneur's Playbook (www.roundone.com), an online content and social networking platform focused on empowering entrepreneurs.
- Culinova (www.culinova.com) which develops foods with health and functional benefits and licenses them typically to large food companies looking for innovation.
- LoyalTec (www.loyaltec.net) which helps its retail clients use their own transactional data to transform anonymous customers into loyal ones.

Danny began his entrepreneurial pursuits while an undergraduate at Brown as co-founder of Clearview Software, the developer of the *SmartForms* suite of Macintosh applications software. Apple Computer acquired Clearview in 1989. He then co-developed Specialized Systems and Software, a custom software development firm sold to Medline Industries.

Danny led the growth of Anchor Communications, a startup magazine and Internet publishing company sold in two parts to A.H. Belo Corporation and Miller Publishing Group. While at Anchor, Danny served as publisher of the company's regional titles including *Rhode Island Monthly* and spearheaded the launch of its first Internet products including RhodeIsland.com. He also served as Chief Operating Officer of Anchor's first national products, *Getaways* magazine and GetawaysOnline.com Internet travel service.

As co-founder and managing director of Health Business Partners — the nutrition industry's premier venture capital and financial advisory firm — Danny built and led the firm's venture capital practice.

Danny's corporate experience came at Procter & Gamble as a member of the Duncan Hines Brand Management team where he managed the development and marketing of new products.

One of Danny's business passions is Open-Book Management – an approach to empowering, motivating and rewarding employees through exposure to all relevant measures, financial literacy, and providing a meaningful stake in the outcome through employee ownership. He has spoken in national forums and has been interviewed in *Inc. Magazine* on the topic, and coaches companies interested in embracing this approach.

Danny has served on the boards of several startups, and was a founding board member of the Brown University Entrepreneurship Program where he is now a Trustee Emeritus. He currently serves on the board of Rhode Islanders Sponsoring Education (RISE) — a non-profit that provides mentoring, social service support and educational opportunity for the children of incarcerated parents; and as an Honorary Life President of the Brown University Hillel Foundation where for four years he served as President during the foundation's \$12 million capital campaign and construction of its 28,000 square foot new facility. He is also the recipient of the Merrill L. Hassenfeld Leadership in Community Service Award.

Danny is an adjunct professor at Brown University where he teaches The Entrepreneurial Process: Innovation in Practice - an advanced course in a new interdisciplinary program called

Commerce, Organizations & Entrepreneurship, and the Entrepreneurial Finance modules of a new Masters Program in Innovation Management and Entrepreneurship (PRIME). He is also the recipient of the Brown Israel Faculty Exchange Fellowship through which he has taught his Entrepreneurial Process course in the Executive MBA Program of the Recanati School of Business Administration at Tel Aviv University.

He received a B.A. in History, *magna cum laude*, from Brown University (Junior Year at Hebrew University in Jerusalem), and an M.B.A. from Harvard Business School.

In addition to spending time with his wonderful wife and three terrific children, Danny loves the mental and physical challenges and rewards of vinyasa yoga. He is also an avid (and tortured) Cleveland sports fan.