

Vincent L. DiFelice

University of Delaware
Senior Instructor of Practice, Lerner College of Business & Economics
Faculty Director, Venture Support; Horn Entrepreneurship

Business Address

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Background

Co-founded a market leading cybersecurity company, Probaris Technologies, and co-founded a thriving \$1B social impact fund, [The Reinvestment Fund](#). The former was sold and the latter continues to operate today employing hundreds, generating profit, creating value and social impact. Co-founded three additional ventures. Of these, two companies, HAM, Inc., and CABA, Inc., a social venture, closed after one year of operation. However the third company, Tolentine CC&DC, Inc., a social venture operated for twenty five years. As a venture capitalist with the PIDC Venture Fund, launched 6 additional companies. And working for The University of Pennsylvania spun out 24 more companies in collaboration with the Wharton School, the School of Engineering and Medical School. Of these 30 companies in total, 3 issued an IPO and 3 were acquired netting \$1.2B.

Presently, serving as a Senior Instructor of Practice supporting nascent student startups and teaching courses in entrepreneurship at the University of Delaware.

Experience

2016 to Present University of Delaware Newark DE
Senior Instructor of Practice, Department of Business Administration, Lerner College of Business and Economics

ENTR 455/655 Startup eXperience I - Students work together in interdisciplinary teams to learn and utilize a repeatable method for developing viable business concepts. Core topics include: customer development, evidence based entrepreneurship, opportunity recognition, and validation of business model hypotheses.

ENTR 456/656 Startup eXperience II - Involves attempting to develop and launch a high growth potential business. Students work together in interdisciplinary teams to validate their business concepts, optimize business processes and strategies, and begin to acquire customers.

ENTR 450/650 Business Accelerator for New Ventures - focus on helping students who have well-developed business ideas and/or existing businesses to accelerate the startup & growth of their companies.

ENTR 460/660 High Technology Entrepreneurship – Focus on critical business, financial, scientific and engineering issues confronted during initial planning stages of a start-up technology enterprise. Students work in teams to develop a real world business product offering.

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Supporting nascent student startups and enabling opportunities for student entrepreneurial learning; coaching startup teams at varying levels of development,

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partnering across academic colleges and disciplines; optimizing the impact of entrepreneurship education on the University, its students and other stakeholders. Leadership and continuous improvement of venture support offerings, management of relevant personnel, resource development, and the optimization of synergies between academic and venture support programming.

Applying best practices for entrepreneurship education, including an emphasis on evidence-based insights/practices, experiential learning and external engagement. Leading accelerator program and teaching evidence-based entrepreneurship using experiential pedagogy.

Completed, Summer Institute on Teaching (SIT), Center for Teaching and Assessment of Learning, University of Delaware; 2018

Experience

2000 to Present **Probaris Technologies, Inc. Philadelphia, PA**

Co-founder, led and grew this technology based startup company from its early stages with one employee and no revenue, to its first customer and multiple employees, to a position of market leadership and its ultimate exit. Generating millions in revenue delivering proprietary and patented computer security software products and services to large enterprises and commercial business. Today, Probaris offers a new cloud-based two factor authentication computer security service, called [PrivaKey](#).

1995 to 2000 **University of Pennsylvania Philadelphia, PA**

Inaugural Director, Start-up Business Development. Worked with the 12 schools across Penn's campus to build entrepreneurial education programs. Developed and administered new entrepreneurial educational programs with the Wharton School, the School of Engineering and Medical School based on technology driven startups. Focused on launching companies based on technology developed at Penn. Built a team of students, faculty and external professionals and with this team marketed University technology to investors, entrepreneurs and other organizations within the entrepreneurial ecosystem; leveraging the market to establish commercial viability. Entrepreneurs, investors and others interested in University technology were partnered with faculty inventors and students supported by this team to explore business models and forming companies. Using this model, ultimately, 24 companies were launched over a five year period.

1990–1995 **PIDC/Penn Venture Fund Philadelphia, PA**

Assisted fund manager in sourcing investments and managing portfolio companies for this venture capital fund managed by the Philadelphia Industrial Development Corporation.

Originated investments in 6 startup companies.

Assisted in the development of business strategies for these 6 companies.

Assisted in the development of business strategies for each of the fund's 12 portfolio companies. Assisted in bringing three of these companies to exit.

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Experience

1985–1990 The Reinvestment Fund Philadelphia, PA

Co-founder; The Delaware Valley Community Reinvestment Fund (now called The Reinvestment Fund (TRF)). Served the fund during its initial 5 years and helped to raise the fund's first \$1 million in loan capital and lent to community organizations (with a 0% default rate) capitalizing community efforts ranging from housing for the homeless to food distribution for the poor. Worked full time while studying as a full time graduate student. Today TRF is a national leader in the financing of neighborhood revitalization managing over \$1 billion dollars in socially responsible community investment.

1984–1986 Tolentine Community Center Philadelphia, PA

Co-founder grew this non-profit community service center in south Philadelphia which focused on self-help programs and social services for those with limited resources. Also founded a small business aligned with the Center, known as "Hire-A-Mom" (a home cleaning and cooking service) which employed low income members of the community and from which all profits were donated back to the community center.

1983–1984 Chelten Ave. Business Assoc. Philadelphia, PA

Founded this community development loan fund while studying as a full time undergraduate student at La Salle University's School of Business. Raised capital and formed this non-profit corporation. Lent capital to businesses in a low income neighborhood in northwest Philadelphia. The loans were used to retain neighborhood stores and the interest income was used for community improvement (graffiti removal, install urban gardens).

Education

1989 University of Pennsylvania Philadelphia, PA

- Master's Degree, emphasis on social enterprise
- Awarded Graduate Fellowship in recognition of community service

1984 La Salle University Philadelphia, PA

- Bachelor's Degree, La Salle University School of Business
- La Salle University School of Business, Young Alumni Recognition; 1985

Recognition

Nominated for an Excellence in Student Development and Success Award; University of Delaware, Office of the Deputy Provost, Academic Affairs; 2018

Nominated for an Excellence in Undergraduate Academic Advising and Mentoring Award; University of Delaware, Faculty Senate Committee on Student and Faculty Honors; 2017

Most Valuable Professor Award, University of Delaware, Department of Athletics; 2017

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Presenter - Global Consortium of Entrepreneurship Centers, Annual Conference, DePaul University and Illinois Institute of Technology; October 2018

Selected to present results of current teaching practices - evidence-based entrepreneurship using experiential pedagogy

Recognized in:

BOLD TV Global, [These Students Are Turning Vacant Properties Into Quality Housing](#), September 2019

National Public Radio, Delaware Public Media, Radio [UD's Horn Program finds multiple avenues to guide aspiring entrepreneurs](#), May 2019

Fast Company Magazine, ["7 Ways to Test if Your Idea is Bad"](#), January 2019;

Philadelphia Inquirer, ["Gerry Lenfest, Jeremy Nowak: Two big thinkers that Philly lost in 2018"](#); January 2019;

USA Today, [University of Delaware entrepreneurs may have a cure for FOMO](#), April 2017

Technically Delaware, [Another win for Amira Idris: UD founder takes first place at College Pitch Philly](#), January 2017

USA Today, [UD turning Summer Founders into tomorrow's entrepreneurs](#), August 2016

USA Today, [Equity crowdfunding coming soon to Delaware startups](#), June 2016