



Southeast XOR is a collaboration between regionally-partnered Southeast universities to broaden access to experienced entrepreneurial talent and facilitate matching of that talent to university-affiliated startups in need of executive management.

By combining the entrepreneur talent networks of all participating universities, our faculty startup companies can access a larger talent pool and have a greater chance of finding fundable executive management, as needed, and ultimately succeeding. Similarly, Southeast XOR grants entrepreneurs that may be looking for their next move an opportunity to review a larger pipeline of opportunities in a central and user-friendly space.

Frequently Asked Questions

Why is the Southeast XOR platform needed?

Many university startups meet an inflection point at which the founders are not capable of growing the company further. Either additional management is needed or they must leave their TAMU position to run the company full-time. The platform is designed to help startups find executive talent with the right industry and operational expertise. This will also help TAMU startups raise capital, as professional investors generally seek to invest in experienced management teams.

As a university startup, do I have to use the platform?

No, it is a completely optional tool. If you are not currently looking to hire anyone, or are not ready to post a company pitch deck for review by regional entrepreneurs, SEC XOR probably isn't right for you at this time.

Who builds my company profile?

Texas A&M Technology Commercialization (TTC) will work with you to build a pitch deck and/or other materials for developing the company profile page in the platform. It's also recommended that you prepare a short video (2-5 minutes) describing your company – nothing fancy required, just have a friend or colleague film you with their phone.

How is a match executed?

Matches are initiated first by contacting the “Company Contact” identified in the platform, which is a university representative. Introduction meetings will be scheduled through the Company Contact to be followed by negotiations to determine if a “match” exists. This process will be facilitated by TTC, and may take any form as agreed by the parties. There is no obligation to match, in any case.

Is the company required to remain headquartered in a certain location?

There is an economic development opportunity to bring outside talent to a new ecosystem, but it is up to each university and/or startup company, in collaboration with the newly matched entrepreneur, to determine where or how a startup will continue its development. This negotiation process will vary case-by-case.

What are the qualifications entrepreneurs need to meet to be part of the Southeast XOR platform?

Criteria to become an XOR Entrepreneur includes:

1. Have founded a startup, have raised capital for a startup, and/or have been an executive in a specific industry with significant experience;
2. An affiliation with or recommendation for inclusion by a participating SEC university; and
3. Willingness and availability to play an executive management role for a startup company.

How do entrepreneurs or startups become part of the SEC XOR platform?

Contact Texas A&M Technology Commercialization (TTC), who will help you complete and submit an application.