



# Case: Gururaj Deshpande

## Entrepreneurship in the US, Canada, and India

Dr. Jack M. Wilson  
Distinguished Professor of Higher Education, Emerging Technologies, and Innovation



# Gururaj “Desh” Deshpande

---

- Born in India
- Indian Institute of Technology
- PhD Queens University, Ontario
- Motorola
- 1990 Founded Cascade Communications
  - (networking devices)
- Sold Cascade to Ascend Comm. for \$3.7 billion in 1997
- Founded Sycamore Networks in 1998 (\$18 B in 1999)
- Founded Tejas Networks and A123 Systems
- Founded MIT Deshpande Center with \$20 million donation
- The Deshpande Education Trust (DET) -the Master of Social Entrepreneurship program.
  - The Master of Social Entrepreneurship (MSE) is a two-year residential program affiliated with Karnatak University Dharwad India
- Founded the Merrimac Valley Sandbox at UML
  - Great source of help for student entrepreneurship projects
  - They recently changed the name to “Entrepreneurship for All” or “E for All.”



- 
- Gururaj “Desh” Deshpande
  - Desh was born in India and studied at the Indian Institute of Technology. He came to Canada to obtain his PhD at Queens University in Ontario and then went to work for Motorola.
  - He came to the US to work and, in 1990, he founded Cascade Communications (networking devices). He sold Cascade to Ascend Comm. for \$3.7 billion in 1997
  - Then he founded Sycamore Networks in 1998 which reached a value of \$18 B in 1999. He also founded Tejas Networks and A123 Systems
  - He founded the MIT Deshpande Center with \$20 million donation, and created the Deshpande Education Trust (DET). He also funded the Master of Social Entrepreneurship program (MSE), a two-year residential program affiliated with Karnatak University in Dharwad India
  - In 2010, he and his wife Jaishree founded the Merrimac Valley Sandbox at UML and they later changed the name to eForAll. He founded the Deshpande Symposium for Innovation & Entrepreneurship in Higher Education at UML which brings hundreds of university-based leaders to discuss the characteristics of the entrepreneurial university.

# Deshpande

- Desh and the author (and our wives) made a tour of eastern European Capitals at the request of the United States Embassies to speak to industry, university, and government officials about entrepreneurship as an aspect of social development.



# The Deshpande Conference for Entrepreneurship in Universities

- Raj Melville, Director of the Deshpande Foundation, Jack Wilson, Desh Deshpande, and UMass Lowell Chancellor Jacqueline Moloney. Wilson is receiving the Founders Award for Support of Entrepreneurship in Universities

