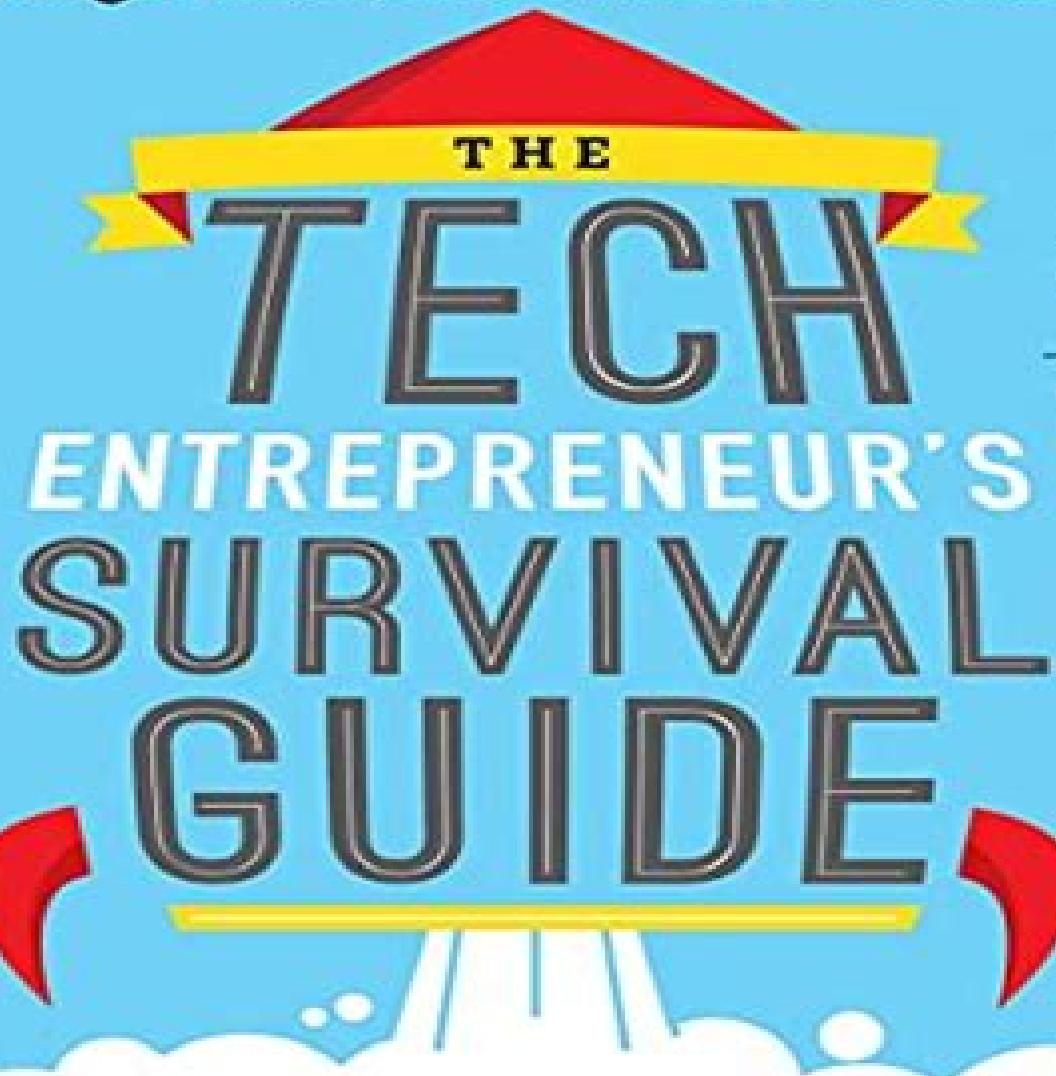


**How to Bootstrap Your Startup, Lead Through
Tough Times, and Cash In for Success**



THE
TECH
ENTREPRENEUR'S
SURVIVAL
GUIDE

"A must-read
for any tech
entrepreneur
trying to build
a company."

—JOICHI ITO, director
of the MIT Media Lab

BERND SCHONER, PhD, COFOUNDER OF THINGMAGIC

The Tech Entrepreneurs Survival Guide

John J. Cullinane

The Tech Entrepreneurs Survival Guide:

The Tech Entrepreneur's Survival Guide: How to Bootstrap Your Startup, Lead Through Tough Times, and Cash In for Success Bernd Schoner, 2014-05-16

Most technology startups never make it to the funding stage and only a small percentage of those that are venture backed generate a positive return for their investors. An even smaller number of startup founders enjoy a truly prosperous exit. Bernd Schoner cofounded his tech startup during the dot com bust, navigated it through market crises and internal turmoil, brought it through the global financial meltdown intact, and eventually sold it to a multibillion-dollar multinational public technology company.

In *The Tech Entrepreneur's Survival Guide*, Bernd shares what he learned and what he wished he knew at the time. He explains the major phases in a technology company's life cycle, helping entrepreneurs avoid common pitfalls and survive crises when they strike. He guides readers from the initial bootstrapping process through venture capital financing and provides valuable advice on how to sell a technology company profitably even in a challenging economic environment. Every chapter presents solutions to real-world issues that could otherwise have fatal consequences for a tech venture.

Aspiring tech entrepreneurs will learn to:

- Set up shop
- Build the team
- Assemble necessary startup assets, including technology and intellectual property
- Get legal and financial affairs in order
- Secure capital
- Ask for money
- Nail the term sheet
- Ask for more money
- Get out
- Know when to sell
- Who to sell to
- And how to make it a happy exit for all stakeholders, including the employees.

Written with deep insight, refreshing candor, and a dash of humor, this comprehensive guide to the often harsh realities of startup life is indispensable for entrepreneurs at any stage.

PRAISE FOR THE TECH ENTREPRENEUR'S SURVIVAL GUIDE:

A genuine narrative from the field with battle scars and self-reflection. Reading this book will help you avoid many pitfalls.

Nicholas Negroponte, professor at the Massachusetts Institute of Technology Media Lab

There's a lot of great insights and practical advice for the entrepreneur in this book stuff you normally won't read or hear unless you buy some hard-bitten company founder a few drinks. If you are launching a technology startup, reading this book is the thing you should do first.

Mark Roberti, founder and editor in chief of *RFID Journal*

I wish I had read Bernd's book when we founded The Echo Nest. Bernd touches on all the major issues in the initial formation stages of a tech company and many of the problems that come up when the company matures. If you are thinking of founding your own tech startup, read this book first.

Tristan Jehan, cofounder of The Echo Nest

A visceral, behind-the-scenes guide to technology entrepreneurship. Bernd tells it like it is and presents a universe of solutions to tricky startup situations that can significantly improve the odds of success.

Indispensable! Larry Begley, cofounder and managing director at 406 Ventures

The best-laid business plans never survive contact with reality. Bernd has provided a comprehensive guide to anticipating the unexpected in the life of a startup.

Neil Gershenfeld, professor and director of the Massachusetts Institute of Technology Center for Bits and Atoms

The Entrepreneur's Survival Guide John J. Cullinane, 1993

This neat, compact guide shows readers how to pilot their businesses to the top. Based on the history of Cullinet Software Inc, Cullinane describes how his company's rapid growth

13 straight years of over 50% annual growth led to mismanagement a takeover and was eventually sold for close to 400 million The Entrepreneur s Survival Guide gives readers specific tips they can use to make the most profitable decisions for their companies [Silicon Valley: Planet Startup](#) Peter Ester,Arne Maas,2025-10-01 For decades now Silicon Valley has been the home of the future It s the birthplace of the world s most successful high tech companies including Apple Yahoo Google Facebook Twitter and many more So what s the secret What is it about Silicon Valley that fosters entrepreneurship and innovation With Silicon Valley Planet Startup Peter Ester and Arne Maas argue that the answer lies in Silicon Valley s culture a corporate culture that values risk taking creativity invention and sharing Through extensive interviews with Dutch entrepreneurs working in the area Ester and Maas show that Silicon Valley is above all a mind set a belief in thinking with passion and ambition far beyond the here and now Scholars and business people and budding entrepreneurs alike are sure to find both inspiration and illumination in the stories and analyses Ester and Maas have assembled here [From the Basement to the Dome](#) Jean-Jacques Degroof,2021-09-07 How a bottom up problem solving ethos multidisciplinary approach and experimental mindset has nurtured entrepreneurship at MIT MIT is world famous as a launching pad for entrepreneurs MIT alumni have founded at least 30 000 active companies employing an estimated 4 6 million people with revenues of approximately 1 9 trillion In the 2010s twenty to thirty ventures were spun off each year to commercialize technologies developed in MIT labs with intellectual property licensed by MIT to these companies in the same decade MIT graduates started an estimated 100 firms per year How has MIT become such a hotbed of entrepreneurship In [From the Basement to the Dome](#) Jean Jacques Degroof describes how MIT s problem solving ethos multidisciplinary approach and experimental mindset nurture entrepreneurship Degroof explains that at first the culture of entrepreneurship sprang from such extracurricular activities as forums clubs and competitions Eventually the Institute formally supported these activities offering courses in entrepreneurship Degroof describes why entrepreneurship is so uniquely aligned with MIT s culture a history of bottom up decision making a tradition of academic excellence a keen interest in problem solving a belief in experimentation and a tolerance for failure on the way to success Entrepreneurship is the logical outcome of MIT s motto Mens et Manus mind and hand translating theories and scientific discoveries into products and businesses many of which have the goal of solving some of the world s most pressing problems Degroof maps MIT s current entrepreneurial ecosystem of students faculty and researchers considers the effectiveness of teaching entrepreneurship and outlines ways that the MIT story could inspire conversations in other institutions about promoting entrepreneurship [Smarter Than Their Machines](#) John Cullinane,2014-11-01 Smarter Than Their Machines Oral Histories of the Pioneers of Interactive Computing is based on oral histories archived at the Charles Babbage Institute University of Minnesota Included are the oral histories of some key pioneers of the computer industry selected by John that led to interactive computing such as Richard Bloch Gene Amdahl Herbert W Robinson Sam Wyly J C R Licklider Ivan Sutherland Larry Roberts Robert Kahn Marvin Minsky Michael Dertouzos

and Joseph Traub as well as his own John has woven them together via introductions that is in essence a personal walk down the computer industry road John had the unique advantage of having been part of or witness to much of the history contained in these oral histories beginning as a co op student at Arthur D Little Inc in the 1950 s Eventually he would become a pioneer in his own right by creating the computer industry s first successful software products company Cullinane Corporation However an added benefit of reading these oral histories is that they contain important messages for our leaders of today at all levels including that government industry and academia can accomplish great things when working together in an effective way This is how the computer industry was created which then led to the Internet both totally unanticipated just 75 years ago

StartupPro: How to set up and grow a tech business Martin Zwilling,2014-12-01 If your find yourself daydreaming about your own business and not just your next promotion this book will help you shape your ideas as you begin your entrepreneurial journey

DEC Is Dead, Long Live DEC Edgar H. Schein,Paul J. Kampas,Peter S. DeLisi,Michael M. Sonduck,2004-08-15 From an insider the forty year saga of the rise and fall of Digital Equipment Corporation one of the pioneering companies of the computer age Digital Equipment Corporation created the minicomputer networking the concept of distributed computing speech recognition and other major innovations It was the number two computer maker behind IBM Yet it ultimately failed as a business and was sold to Compaq Corporation What happened Edgar Schein consulted to DEC throughout its history and so had unparalleled access to all the major players and an inside view of all the major events He shows how the unique organizational culture established by DEC s founder Ken Olsen gave the company important competitive advantages in its early years but later became a hindrance and ultimately led to its downfall Coauthors Schein Kampas DeLisi and Sonduck explain in detail how a particular culture can become so embedded that an organization is unable to adapt to changing circumstances even though it sees the need very clearly The essential elements of DEC s culture are still visible in many other organizations today and most former employees are so positive about their days at DEC that they attempt to reproduce its culture in their current work situations In the era of post dotcom meltdown raging debate about companies built to last vs built to sell and more entrepreneurial startups than ever the rise and fall of DEC is the ultimate case study

Computerworld ,1992-08-17 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network

Small Business Sourcebook ,2004 **Small Business Sourcebook** Carol A. Schwartz,1992-12 **Subject Guide to Books in Print** ,2001 **Sales Enablement** Byron Matthews,Tamara Schenk,2018-05-01 Put buyer experience and selling resources front and center to boost revenue Sales Enablement is the essential guide to boosting revenue through smarter selling A thorough practical introduction to sales enablement best practices this book provides step by step approaches for implementation alongside expert advice In clarifying the sales enablement space and defining its practices

this invaluable guidance covers training content and coaching using a holistic approach that ensures optimal implementation with measurable results Case studies show how enablement is used effectively in real world companies and highlight the essential steps leaders must take to achieve their desired sales results Smarter buyers require smarter selling and organizations who have implemented enablement programs attain revenue goals at a rate more than eight percent higher than those that do not This book provides a 101 guide to sales enablement for any sales professional wanting to enhance sales and boost revenue in an era of consumer choice Understand sales enablement and what it can do for your company Implement enablement using techniques that ensure sustainable measurable performance impact Adopt proven best practices through step by step advice from experts Examine case studies that illustrate successful implementation and the impact of sales enablement on revenue Consumers are smarter more connected and more educated than ever before Traditional sales strategies are falling by the wayside becoming increasingly less effective amidst the current economic landscape Companies who thrive in this sort of climate know how to speak to the customer in their own terms and sales enablement keeps the customer front and center by providing sales people with the resources buyers want Sales Enablement provides a scalable sales boosting framework with proven results *Handbook of Waste Management and Co-Product Recovery in Food Processing* K. Waldron, 2007-04-06 This comprehensive collection reviews research in the field covering optimisation of manufacturing procedures to decrease waste reduction of energy and water expenditure methods to valorise refuse by co product recovery and techniques to deal with wastewater and solid waste The intensification of agriculture and food production in recent years has led to an increase in the production of food co products and wastes Their disposal by incineration or landfill is often expensive as well as environmentally sensitive Methods to valorise unused co products and improve the management of wastes that cannot be reused as well as techniques to reduce the quantity of waste produced in the first place are increasingly important to the food industry With its distinguished editor and array of international contributors Waste management and co product recovery in food processing reviews the latest developments in this area and describes how they can be used to reduce waste The first section of the book provides a concise introduction to the field with a particular focus on legislation and consumer interests principle drivers of waste management Part 2 addresses the minimisation of biowaste and the optimisation of water and energy use in food processing The third section covers key technologies for co product separation and recovery such as supercritical fluid extraction and membrane filtration as well as important issues to consider when recovering co products such as waste stabilisation and microbiological risk assessment Part 4 offers specific examples of waste management and co product exploitation in particular sectors such as the red meat poultry dairy fish and fruit and vegetable industries The final part of the book summarises advanced techniques to dispose of waste products that cannot be reused and reviews state of the art technologies for wastewater treatment Waste management and co product recovery in food processing is a vital reference to all those in the food processing industry concerned with

waste minimisation co product valorisation and end waste management **The Entrepreneur's Survival Guide** Mark Paul,2003 **Books in Print Supplement** ,1994 The Entrepreneur's Survival Handbook Derreck Ford,2020-12-28
Being an entrepreneur is risky USA Today has written that only 1 out of 5 new businesses survive past their first year of operation Even fewer new businesses make it to five or ten years Those who want to buck the odds must have persistence resilience and creativity to survive An entrepreneur with over 30 years of experience knows all too well what a challenge it can be to start a business and has created a book to help budding entrepreneurs to not only build their business but to thrive The Entrepreneur's Survival Handbook covers challenges entrepreneurs face that are not common knowledge or even discussed It includes essential topics such as these The wisdom of hiring friends and family The importance of an employee manual Overcoming the fear of such a big undertaking How to read a room Solutions to potential problems The handbook features 52 pointers for entrepreneurs one for each week of the year to study and record results Entrepreneurs can read them one by one or shuffle them like a deck of cards This one of a kind resource serves as an excellent complement to traditional business school training allowing entrepreneurs their best chance to achieve success and build their businesses

Job Hunter's Sourcebook Kathleen E. Maki Potts,1999 Identifies sources of want ads placement and referral services employer directories handbooks employment agencies and search firms for hundreds of professions from accountants to writers **Sci-tech News** ,2004 Entrepreneur ,1993 **Forthcoming Books** Rose Arny,2003-04

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