

# **ENGINEERING YOUR START-UP**

**A Guide for the Hi-Tech  
Entrepreneur**

**Michael L. Baird**

*Foreword by Roger V. Smith*  
Silicon Valley Bank

# Engineering Your Startup A Guide For The Hightech Entrepreneur

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## **Engineering Your Startup A Guide For The Hightech Entrepreneur:**

Engineering Your Start-up James A. Swanson, Michael L. Baird, 2003 Thinking of starting your own business in high tech Do yourself a huge favor by reading this book first The authors both veterans of many start ups address topics vital to your start up success such as Finding start up opportunities Leaving your current employer but keeping your ideas Protecting your intellectual property Managing the five critical elements of a successful start up Securing start up financing Dealing successfully with venture capitalists Writing a winning business plan Creating a management team Handling employment and compensation who to hire and how to pay them Avoiding the most common mistakes entrepreneurs make Understanding company valuation and exit strategies James Swanson and Michael Baird lay out all the basic concepts clearly step by step They demystify the start up process with frank advice insiders tips and been there examples On point case studies show you what to do and what to avoid An expanded list of resources steers you to help when you need it You ll learn what it takes for you to create and manage a start up and the personal characteristics required to be successful in your new venture In good economies and bad entrepreneurs will continue to lead the way to new markets new ventures and new technologies With this comprehensive new guide you have a great start to start up success \_\_\_\_\_ Since 1975 more than 2 million people preparing for their engineering surveying architecture LEED interior design and landscape architecture exams have entrusted their exam prep to PPI For more information visit us at [www.ppi2pass.com](http://www.ppi2pass.com) *Engineering Your Start-up* Michael L. Baird, 1992 Green Entrepreneur Handbook Eric Koester, 2016-04-19 Written by a practicing business attorney with startup experience in the environmental and technology sectors this comprehensive handbook assists entrepreneurs in tackling the wide variety of opportunities to go green A one stop resource for entrepreneurs it helps readers incorporate clean technology environmental practices and green business approaches into the work environment The book discusses how to sell to utilities explores fundraising outlets for green businesses covers government incentives presents key startup tools aimed at green businesses and addresses challenges of many new businesses such as raising money and making sales Additional resources are available on the book s website **What Every Engineer Should Know About Starting a High-Tech Business Venture** Eric Koester, 2009-01-06 Written by an experienced business lawyer in the technology scientific and engineering community this publication is for the engineer with an innovative high tech idea or concept who needs those crucial business insights and strategies to move that idea forward It offers key analysis on how to leave a current employer gain access to technologie **The Four Steps to the Epiphany** Steve Blank, 2020-03-17 The bestselling classic that launched 10 000 startups and new corporate ventures The Four Steps to the Epiphany is one of the most influential and practical business books of all time The Four Steps to the Epiphany launched the Lean Startup approach to new ventures It was the first book to offer that startups are not smaller versions of large companies and that new ventures are different than existing ones Startups search for business models while existing companies execute them The book offers the practical and

proven four step Customer Development process for search and offers insight into what makes some startups successful and leaves others selling off their furniture Rather than blindly execute a plan The Four Steps helps uncover flaws in product and business plans and correct them before they become costly Rapid iteration customer feedback testing your assumptions are all explained in this book Packed with concrete examples of what to do how to do it and when to do it the book will leave you with new skills to organize sales marketing and your business for success If your organization is starting a new venture and you re thinking how to successfully organize sales marketing and business development you need The Four Steps to the Epiphany Essential reading for anyone starting something new The Four Steps to the Epiphany was originally published by K S Ranch Publishing Inc and is now available from Wiley The cover design and content are the same as the prior release and should not be considered a new or updated product

**Engineering Your Start-up** Michael L. Baird,1992 Written for engineers and other technology professionals this book is a complete guide to launching and growing a successful high tech company The author an engineer with 20 years of technology and business management experience brings a dose of reality to discussions of financing stock options business plans market positioning and many other topics His in depth analysis and instructive case studies make this an essential guide for every entrepreneur Each of these books is a compact source of information for working engineers The career guides explain how to protect their ideas improve their job skills and build their careers The references provide useful at your fingertips data on engineering economics unit conversion and the metric system

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 realworld 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

**Never Bet the Farm** Anthony Iaquinto, Stephen Spinelli, Jr., 2010-12-03 In Never Bet the Farm two leading entrepreneurs Anthony Iaquinto and Stephen Spinelli turn much of the so called expert advice for entrepreneurs on its head They show that by preparing for setbacks and using a framework that can help reduce risks and simplify decision making entrepreneurs can increase their probability for success They refute the idea that there is an ideal entrepreneurial type and show that luck can be as important as a business plan in many enterprises Above all the authors emphasize that entrepreneurship is a career not a one time event and winners are those who can keep themselves in the game Never Bet the Farm is an easy to understand and attractive tool for anyone who has a business idea but who might be wary of the risks implied in starting their own business

*Les quatre étapes vers votre révélation* Steve Blank, 2022-04-09 LORSQUE J AI CRIT Les Quatre tapes Vers Votre R v lation The Four Steps To The Epiphany il y a plus d une d cennie maintenant j ignorais totalement que j tais en train d initier la r volution du Lean Startup Je travaillais d arrache pied concilier la r alit de mes 21 ann es d exp rience en tant qu entrepreneur avec les conseils de base offrir pour r pondre la question comment cr er une soci t Avance rapide 10 ans plus tard mon observation que les startups ne sont pas des versions miniatures d entreprises plus grandes qu elles sont a la recherche d un business model scalable quand les socie te s e tablies de leur co te exploitent un mode le connu est un concept de sormais central Des startups de toute sorte ont recours au processus du D veloppement Client le que j ai expos dans ce livre et d taill dans le suivant The Startup Owner s Manual en 2012 Ces id es neuves ont conflu vers ce qui est devenu le mouvement Lean Startup Les concepts fondateurs des Quatre tapes ont fait leur chemin depuis les jeunes pousses jusqu aux vastes corporations La m thodologie du Lean Startup est devenue la norme de la commercialisation de la recherche scientifique aux USA Elle est enseign e dans la majorit des grandes universit s et dans des

milliers de programmes entrepreneuriaux de par le monde En 2013 l'article vedette de la Harvard Business Review déclare que le Lean est essentiel non seulement pour les startups mais également pour la survie des grandes sociétés Et dire que tout a commencé avec ce livre Qui l'aurait cru Steve Blank, l'auteur entrepreneur devenu formateur et auteur Steve Blank a changé la manière dont les entreprises se construisent et la façon dont l'entrepreneuriat est enseigné En 2012 son livre *The Startup Owner's Manual* conduit les jeunes pousses pas pas vers leur succès Ses cours ont révolutionné l'approche et l'enseignement de l'entrepreneuriat dans le monde entier Ils sont dispensés dans les Universités américaines majeures Les articles de Steve Blank paraissent régulièrement dans le Wall Street Journal et dans les revues Forbes Fortune The Atlantic et au Huffington Post Aujourd'hui il a choisi Les Editions La Comédie Française pour permettre aux lecteurs francophones de s'approprier mieux encore ses concepts révolutionnaires et fondateurs

Start-Up Creation F. Pacheco-Torgal, Erik Stavnsager Rasmussen, Claes G. Granqvist, Volodymyr Ivanov, Arturas Kaklauskas, Stephen Makonin, 2016-05-14 Start Up Creation The Smart Eco efficient Built Environment provides a state of the art review on high technology applications and explains how these can be applied to improve the eco efficiency of the built environment Divided into four main parts the book explains the key factors behind successful startup companies that grow from university research including the development of a business plan the importance of intellectual property necessary entrepreneurial skills and innovative thinking Part Two presents the latest research findings on nano and bio based technologies and their application and use to the energy efficiency of the built environment Part Three focuses on the use of genetic algorithms Big Data and the Internet of Things applications Finally the book ends with an entire section dedicated to App development using selected case studies that illustrate their application and use for monitoring building energy efficiency Presents a definitive guide for startups that arise from college and university research and how the application of advanced technologies can be applied to the built environment Includes case studies on new advanced technologies and apps development Links startup creation to the eco efficient built environment through software applications

*Lean Business Plan* Kingsley Antonio Borello, 2020-09-17 T00:00:00+02:00 L'analisi del contesto e lo studio del progetto d'impresa da decenni aiutano gli imprenditori a valutare il potenziale del proprio business e a guidarli nelle decisioni di investimento e di crescita Tuttavia in tempi recenti il movimento lean ha messo in discussione l'approccio basato su studi e analisi privilegiando l'azione e la sperimentazione nell'avviare o sviluppare un'iniziativa imprenditoriale L'autore ha così concepito un nuovo metodo nel redigere un piano di impresa il Lean Business Plan sulla base di un nuovo modello che coniuga la tradizionale pianificazione imprenditoriale con il metodo veloce pratico e basato sull'azione lean In questo modo valutando i pro e i contro di entrambi gli approcci presenta una terza strada che unisce i migliori benefici derivanti dalle teorie opposte Rivolto sia a startup che a imprese l'opera illustra così il modello CLIP Complete Lean Investment Planning che guida l'imprenditore passo passo nell'analisi del suo progetto e nella stesura del business plan

*The Computer Marketing Newsletter*, 1991 **Tudo mudou,**

**novamente** Nuno Machado Lopes, 2016-02-04 Tudo Mudou novamente tudo continua igual aqui estamos outra vez a promover o investimento excessivo desta feita noutro tipo de ativos t xicos equivalentes aos do passado as startups com programas europeus de financiamento a liderar o caminho na promo o da inova o atrav s de subven es aos business angels e os VCs para alavancarem o valor dos seus fundos Tudo isto se opera sob o disfarce de um pseudo crescimento econ mico na Uni o Europeia e de uma diminu i o das elevadas taxas de desemprego patente na maioria dos estados membros E no entanto como a maioria de n s deveria saber por esta altura as empresas tecnol gicas aquelas que est o a ser lan adas e nas quais se investe presentemente fazem tudo menos criar emprego N o a atual estrat gia de promo o do empreendedorismo que ajudar a reverter a taxa de 60% de desemprego jovem que existe neste momento nos pa ses de primeiro mundo aquilo que Neelie Kroes a vice presidente da Comiss o Europeia rotulou de an insult and aggression on democracy Este livro pretende de uma forma muito pr tica ajudar a entender os impactos profundos as mudan as sociais e econ micas e o distanciamento entre o que est a acontecer atualmente e aquilo que os pol ticos tentam promover tentando passar a ideia de que est o a resolver a crise do desemprego ao mesmo tempo que fomentam o empreendedorismo importando o modelo de Silicon Valley Para quem escolhe enveredar pelo caminho do empreendedorismo importante estar consciente do que o espera nesta jornada t o solit ria Dever colocar a sua inoc ncia de lado por tempo suficiente para que se aperceba daquilo em que se est a envolver Afinal as probabilidades de sucesso n o t m que ser for osamente escassas basta uma boa prepara o e compreens o do que necess rio para criar uma empresa sustent vel

Do More Faster Brad Feld, David G. Cohen, 2019-06-13 Refreshed updated and expanded Do More Faster provides time tested advice tips and experiences by founders and mentors of Techstars to help entrepreneurs succeed David Cohen and Brad Feld leading advocates for entrepreneurs and startups team up to provide first time entrepreneurs with the tools insights and experiences to help them do more faster The authors share their decades of experience working with thousands of startup founders and have enlisted the advice of dozens of Techstars startup founders and mentors Contributors include Tim Ferriss Eric Ries Matt Mullenweg WordPress Isaac Saldana SendGrid and other successful entrepreneurs Co founders of Techstars the worldwide network that helps entrepreneurs succeed Cohen and Feld recognize the daunting task of creating a sustainable business and have seen first hand the common mistakes first time entrepreneurs make over and over The authors take the complexity and uncertainty of starting a business and distill the critical factors into seven themes Ideas and Vision People Working Effectively Product Fundraising Legal and Structure and Work and Life Harmony They share their hard won successes failures and advice for anyone with an idea who wants to create a business Throughout the book crucial questions are raised and addressed from multiple perspectives How important is it to have an original idea How is founder conflict handled What are the tradeoffs between bootstrapping and financing Make or break decisions like company structure hiring and legal consequences are presented in an easy to understand style Do More Faster will elevate your thinking on a range of important topics help you avoid costly mistakes and provide you with a

resource to consult as you go from idea to successful business If you have the drive and desire to start a business need to create a vibrant entrepreneurial ecosystem in your community or want to spark greater innovation in your organization don't go it alone Use the advice tips and tactics found throughout Do More Faster to give yourself the best chance of succeeding

**The Entrepreneurial Engineer** R. Wayne Fields,1999 Skilled engineers or managers with creative product ideas but limited knowledge of how to actually start building a company around their ideas can benefit from this invaluable resource In it readers get practical insights tools objectives strategies and actions they can apply to any stage of their project from initial ideas to the all important question of profitability

**Technology Entrepreneurship** Thomas N. Duening,Robert A. Hisrich,Michael A. Lechter,2020-10-23 Technology Entrepreneurship Taking Innovation to the Marketplace Third Edition provides a practical toolkit for potential entrepreneurs with technology backgrounds that will help them navigate complex issues such as raising capital IP protection product development and more The book's structure follows the entrepreneurial process in a step by step way defining key terms and helping readers without business qualifications engage with the activities addressed In addition it covers a discussion of current trends and developments relevant for tomorrow's entrepreneurs In depth information on the practicalities of technology entrepreneurship are combined with experience from academics to provide a unique resource on how to approach this crucial subject Presents an intense focus on product design and development with customers and markets in mind Includes extensive discussions on intellectual property development management and protection Provides potent insights into marketing and selling technology products to the global marketplace Covers techniques for forecasting financials raising funds establishing venture valuation and exit strategies

*The High-tech Entrepreneur's Handbook* Jack Lang,2002 Turn your high tech idea into a high profit business The High Tech Entrepreneur's Handbook is a practical hands on guide designed specifically for people with a business idea but little managerial experience It takes you step by step through the key stages of setting up and running a high tech enterprise whether that's starting your own company or taking control of a project or department within a larger company Based on a highly successful Cambridge University business studies course from a Department that has generated at least one self made millionaire a year the book is a straight talking jargon free guide that delivers the core background information necessary to create and run a successful enterprise Technology regardless of how good it is forms only a small part of bringing a project to a successful and profitable conclusion This is the book that explains the rest of the equation Key areas discussed include getting started developing and protecting your idea writing the business plan money and legal issues managing projects people and products marketing and selling growth and exit

**Computer Language** ,1992-07 [Not Another Meeting](#) Frances A. Micale,1999 Whether you regularly conduct meetings or just attend them you can make your meetings more productive by applying the easy to use guidelines included in Not Another Meeting Learn to create an objective and an agenda for every meeting Learn the steps for opening and closing a meeting establish and reinforce ground rules to keep



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**Investing in Private Companies** Arthur Lipper, George Ryan, 1984

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## Engineering Your Startup A Guide For The Hightech Entrepreneur Introduction

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