

Winning - Startup Success Stories

Boston Entrepreneurs' Network
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CURRENT AND PAST VENTURES

▶ Current

- ▶ Speedy Packets, Inc.
 - ▶ Speeding up the Internet
- ▶ Endeveo, Inc.
 - ▶ Wifi for occupancy

▶ Past

- ▶ WiTricity
- ▶ Groove Mobile
- ▶ Brooktrout Technology

WHAT IS SUCCESS IN TECHNOLOGY?

- ▶ Raising Money?
- ▶ Having Customers?
- ▶ Exit?

SALES HIDES ALL SINS

- ▶ Business model definition
- ▶ More money coming in than going out
- ▶ Take care of your customers (and employees) and investors are taken care of

A DEMO IS WORTH A 1000 WORDS

- ▶ The value of an early demonstration can't be underestimated in tech
- ▶ Removes a level of risk
 - ▶ ~~Technology Risk~~
 - ▶ Business Risk
 - ▶ Team Risk

FAILURES TEACH MORE THAN SUCCESS

- ▶ Nothing succeeds like success
- ▶ Anyone can spend money
- ▶ The myth of *“All or most of my ventures are successful.”*

THANK YOU!

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