

The Boston Entrepreneurs' Network

Knowing Your Competiton

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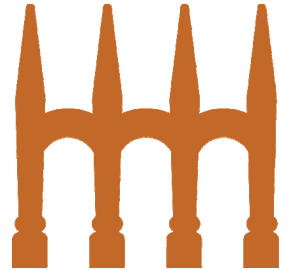


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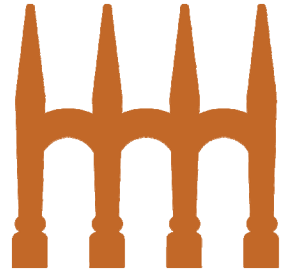
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Who is Nassau Street Ventures

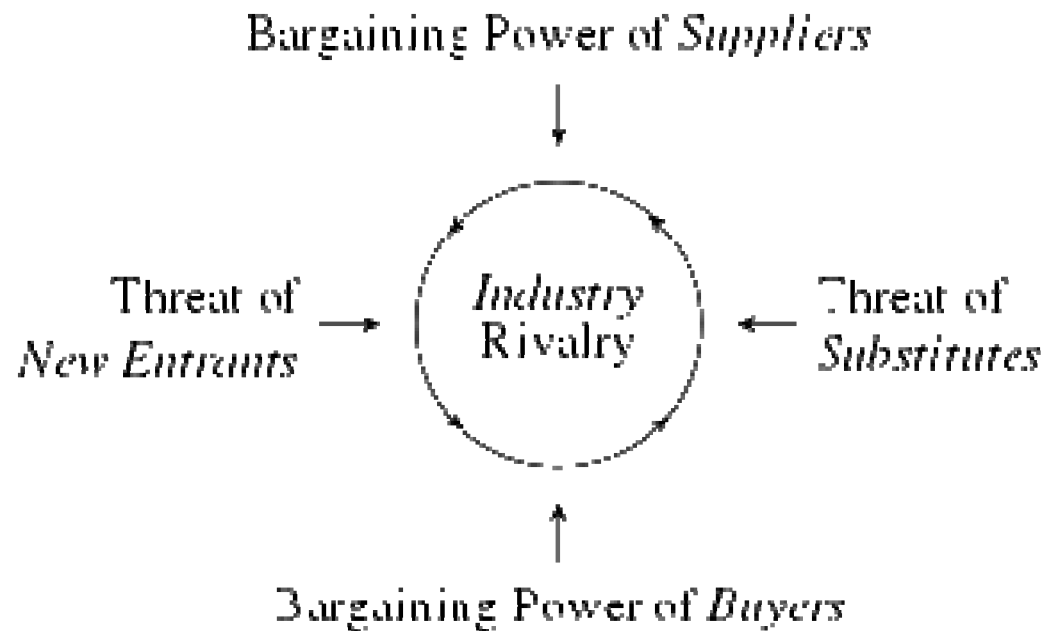
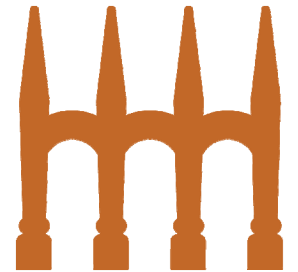


- Part of Alumni Ventures Group, the world's most active diversified venture capital fund
- Provide an annual portfolio of ~150 high quality vc-backed companies, co-investing along side top vc's.
- Anyone accredited investor can invest (minimum \$50k)
- Diversify across
 - All industry sectors (tech to consumer to healthcare, etc.)
 - All investment stages (pre-seed to pre-IPO)
 - All geographies around the world
- We take a minority stakes and add value to portfolio companies

3 Tips when thinking about competition

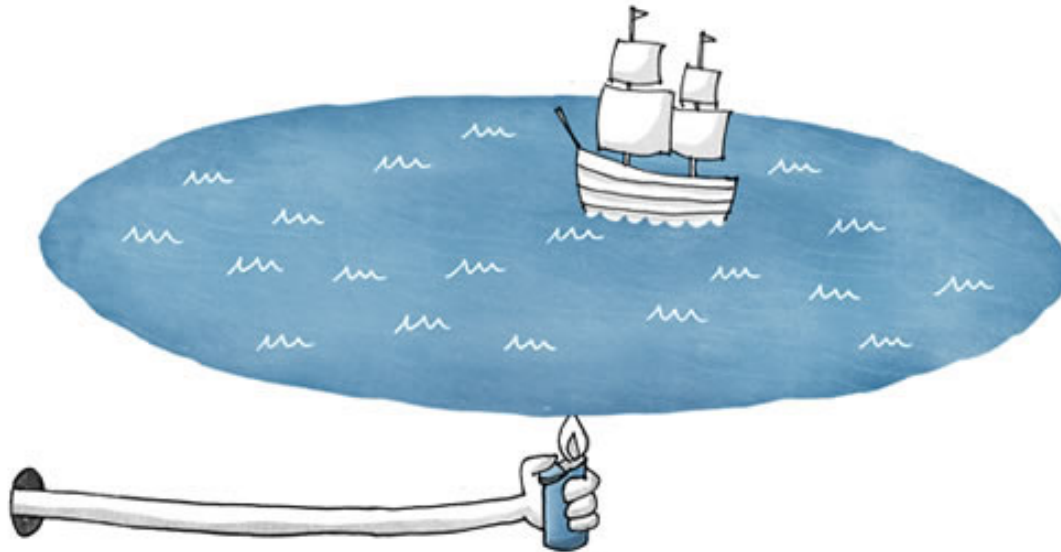
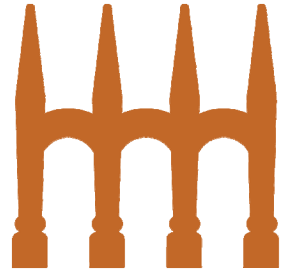


1. Know your competition

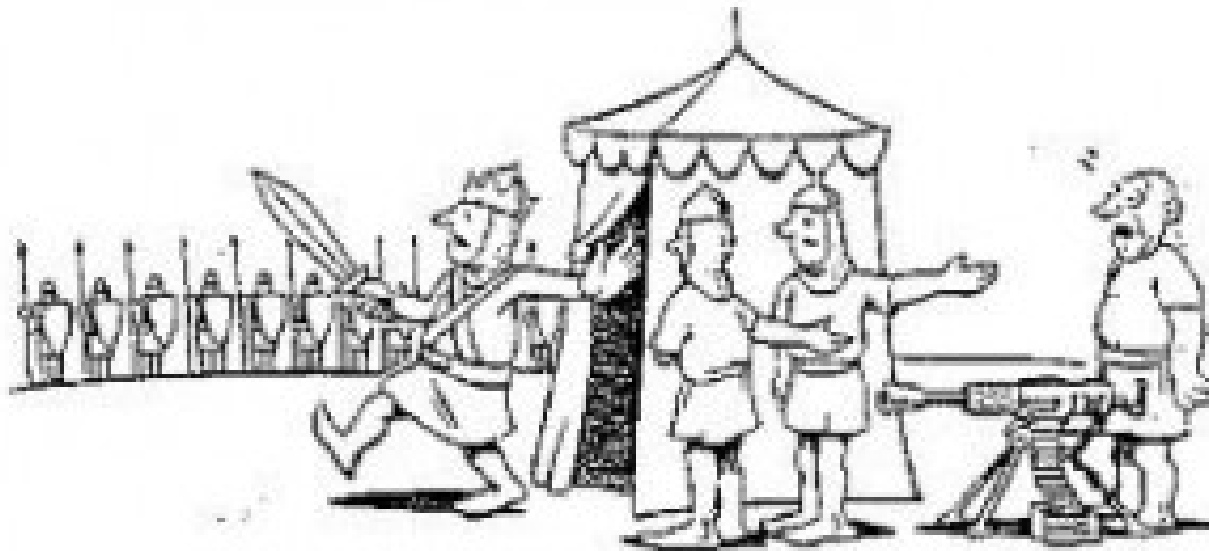
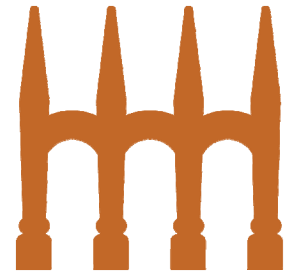


Porter's Five Forces Analysis

2. Position yourself uniquely, not broadly



3. Prove that you can beat the toughest competitor: Inaction



"I don't have time to see any crazy salesman; I have a battle to fight."



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