



Colorado Startup Incubator Meetup

@ CTA HQ 216 16th Street, Suite 850, Denver, CO 80202

Wednesday February 12, 2014 9:00 to 11:30 AM

The Colorado Startup Incubator (CSI) is an organization dedicated to supporting innovation startups as they progress through the stages of starting a successful new business. CSI provides the entrepreneur and new venture team with a roadmap to the successful startup process and startup sensitive services to support them all along the way to achieving their personal and business objectives.

Entrepreneur

- Role & Responsibilities
- Personality Traits – Knowing What to Expect, Assessing Your Capabilities, and Preparing for the Challenges

Business

- Conception – Ideas/Inventions/Process Improvements → Business Opportunity
- Strategic Plan – Proving I Have a Viable Business
- Operational Execution – Chartering Team & Program Execution Leadership

Funding

- Phases - Seed, Series A/B/C → Strategic Alliances, M&A, IPO
- Sources - Entrepreneur, SBA, F³, Angels, VC, Investment Banks, IPO
- Instruments - Shares, Convertible Debt, Due Diligence, Term Sheets

Resources – Early Stage & Later Stage: Coaching

Professional Services:

- Entrepreneurial Leadership Coaching
- Strategic Planning – Market Research, Go-To-Market
- Facilities
- Legal – Enterprise Formation, IP Protection/Prosecution, Audits
- Accounting – Operational Management, Taxation, Investor Due Diligence, and BI
- Banking
- R&D – Agile Software Development, Prototype → Short Run → Mass Manufacturing, and ISO
- Product Marketing – Channel Specific Promotion & Product Training/ Enablement, eMarketing
- Field Operations – Direct Sales & Support, Indirect Manufacturers Representative, Distribution [VAR/VAD], Sales/Support, Implementation/Install, & Maintenance, eSales
- Administration – Order Processing, Customer Service
- Support Services – R&D, Program Mgmt, ERP, SCM, CRM, BI, Admin
- Access to Investors & Investor Pitch Services – Presentation Preparation & Training

Workshops:

- Proving I Have a Viable Business
- CEO, R&R & Leadership & Team Building
- SBA Loans & Grants
- Angel Investor Pitch Prep, Term Sheets & Due Diligence
- VC Investor Pitch Prep, Term Sheets, Due Diligence
- Investment Banking Pitch Prep, Term Sheets, Due Diligence
- Exit Strategies - Alliances, M&As, and IPOs



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