

# **smartups**

(street-smart start-ups)

Lessons from Rob Ryan's  
Entrepreneur America  
Boot Camp for Start-Ups

**rob ryan**  
founder, Ascend Communications



foreword by David J. BenDaniel

# Smartups Lessons From Rob Ryans Entrepreneur America Boot Camp For Start Ups

**RD Boyd**



## **Smartups Lessons From Rob Ryans Entrepreneur America Boot Camp For Start Ups:**

*Smartups* Rob Ryan,2012-06-15 Building successful start ups was never quite as easy as it seemed and the changing economic climate has raised the stakes reduced the margin of error New entrepreneurs can t stumble into wealth on the power of half formed ideas or turn dreams into reality without doing a lot of homework It s time to get smart This book teaches would be entrepreneurs the skills they need to get through the venture capital process with companies that will survive to grow and succeed Rob Ryan a pioneer in the high tech industry founded Ascend Communications in 1989 and throughout the nineties provided firms with the infrastructure they needed to keep up with the rapid growth of the Internet At the beginning of 1999 Ascend was sold to Lucent for 25 billion Since retiring from Ascend and starting Entrepreneur America Ryan has helped launch a string of successful companies including Virtmed RightNow and Virtual Ink All provide electronic solutions to real world problems meet existing rather than manufactured needs and save their customers time and money In Smartups Ryan focuses on methods he s developed over the years for building a sustainable business that makes money He emphasizes the importance of testing ideas on customers and making sure that a product offers something new and important Recognizing a team s key competencies is crucial Ryan says He also finds it necessary to take certain steps at the correct stages of a company s inception Smartups will show you how to turn your idea into a real product take it to investors and get your start up started right

**Smartups** Rob Ryan,2012-02-28 Building successful start ups was never quite as easy as it seemed and the changing economic climate has raised the stakes reduced the margin of error New entrepreneurs can t stumble into wealth on the power of half formed ideas or turn dreams into reality without doing a lot of homework It s time to get smart This book teaches would be entrepreneurs the skills they need to get through the venture capital process with companies that will survive to grow and succeed Rob Ryan a pioneer in the high tech industry founded Ascend Communications in 1989 and throughout the nineties provided firms with the infrastructure they needed to keep up with the rapid growth of the Internet At the beginning of 1999 Ascend was sold to Lucent for 25 billion Since retiring from Ascend and starting Entrepreneur America Ryan has helped launch a string of successful companies including Virtmed RightNow and Virtual Ink All provide electronic solutions to real world problems meet existing rather than manufactured needs and save their customers time and money In Smartups Ryan focuses on methods he s developed over the years for building a sustainable business that makes money He emphasizes the importance of testing ideas on customers and making sure that a product offers something new and important Recognizing a team s key competencies is crucial Ryan says He also finds it necessary to take certain steps at the correct stages of a company s inception Smartups will show you how to turn your idea into a real product take it to investors and get your start up started right

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In a time characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its power to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Smartups Lessons From Rob Ryans Entrepreneur America Boot Camp For Start Ups**," a mesmerizing literary creation penned by way of a celebrated wordsmith, readers embark on an enlightening odyssey, unraveling the intricate significance of language and its enduring affect our lives. In this appraisal, we shall explore the book is central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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